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# Publishers' Weekly

THE AMERICAN

## BOOK TRADE JOURNAL

WITH WHICH IS INCORPORATED

The American Literary Gazette and Publishers' Circular.

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VOL. LXXV., No. 20. NEW YORK, May 15, 1909 WHOLE No. 1946

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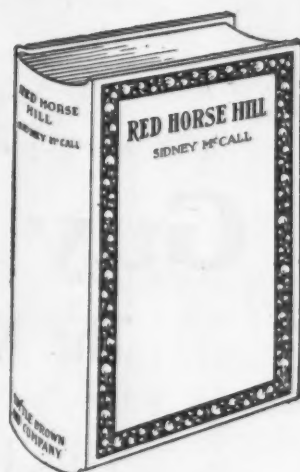
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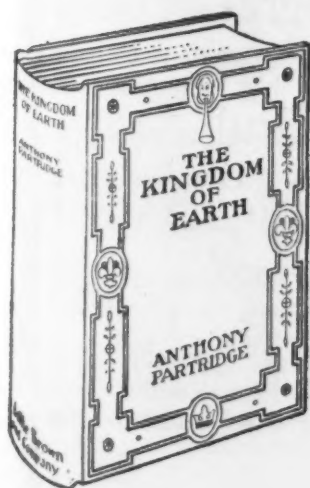
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To George W. Ogilvie of Chicago in the State of Illinois, complainant, cross-defendant, and all persons claiming or holding through or under you, and your and their Agents and Servants, GREETING:

*WHEREAS*, G. & C. Merriam Company, a corporation organized under the laws of Massachusetts, having its usual place of business in Springfield in said Commonwealth of Massachusetts, defendant, cross-complainant, has exhibited its Cross-Bill of Complaint before the Justices of our Circuit Court of the United States for the First Circuit, begun and holden at Boston, within and for the District of Massachusetts, on the last Tuesday of February, A.D., 1909, against you the said George W. Ogilvie praying to be relieved touching the matters therein complained of, and whereas, by an order of said Court made in the twenty-first day of April, A.D., 1909, it was ordered that a Writ of Injunction issue under the Seal of the said Court, to restrain you and each and every of you, from doing certain matters and things from the doing of which you are prayed to be restrained in said Bill.

WE, therefore, in consideration thereof, ENJOIN AND COMMAND you each, and every of you, that from and immediately after the receipt and notice of this our writ, by you, or any of you, you shall not use as the name or title of your dictionaries to which this litigation relates the words "Webster's Dictionary" or "Webster's Imperial Dictionary" or "Webster's Universal Dictionary" or any equivalent thereto, upon the title page or upon the back or cover of said dictionaries, or in any advertisement, circular, notice or announcement referring to said dictionaries unless accompanied by the following statement plainly printed upon the title page and in each said advertisement, circular, notice or announcement, namely: "This dictionary is not published by the original publishers of Webster's Dictionary or by their successors"; *and especially shall not publish or issue in their present form the title pages and the backs of your dictionaries and the circulars and advertisements in this suit adjudged misleading or deceptive*, or any other form of title page, back, circular or advertisement that is in any way calculated to deceive purchasers into purchasing complainant's dictionary under the belief that it is a Webster's Dictionary published by the G. & C. Merriam Co.

WHEREOF you are not to fail on pain of ten thousand dollars, to be levied on your and each of your goods, chattels, lands and tenements, to our use.

**Witness** the HONORABLE MELVILLE W. FULLER, Chief Justice of the United States, at Boston, this twenty-ninth day of April in the year of our Lord one thousand nine hundred and nine.

ALEX. H. TROWBRIDGE, CLERK,

By L. C. TUCKER, Deputy Clerk.

BOSTON, MASS., May 7, 1909.

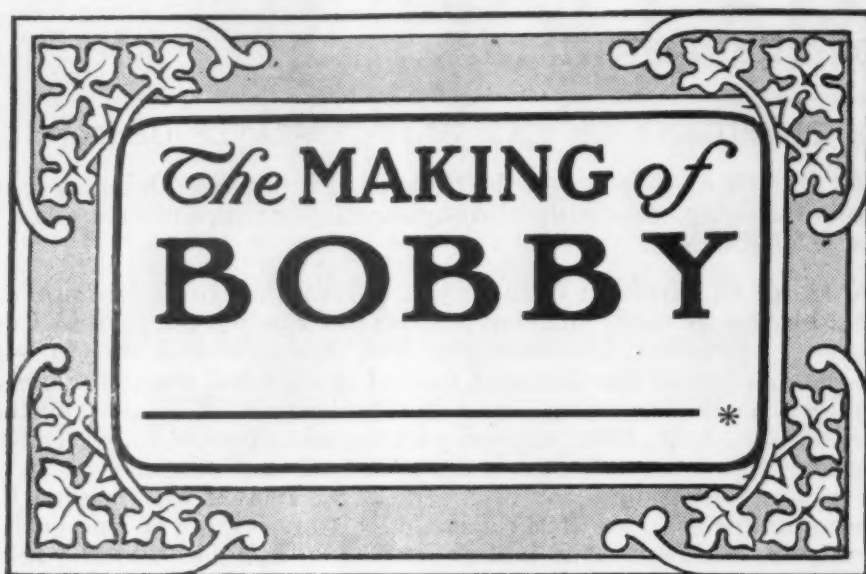
Due and sufficient service of the within injunction is hereby accepted and notice of the same admitted for and in behalf of George W. Ogilvie by me as attorney of record for said George W. Ogilvie in the cause herein named.

(Signed)

GEORGE W. OGILVIE,

By GEORGE F. BEAN, his Atty.

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# The Publishers' Weekly.

MAY 15, 1909.

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R. R. BOWMAN, Editor and Publisher.

## INDEX TO ADVERTISERS.

	PAGE
American Code Company.....	1694
Baker & Taylor Company.....	1695
Baker's Great Book Shop.....	1694
Bobbs-Merrill Company.....	1642
Books for Sale.....	1690
Books Wanted.....	1683
Bromwell (Henrietta E.).....	1694
Business for Sale.....	1690
Business Opportunities (Classified).....	1693
Business Wanted.....	1690
Cazenove (C. D.) & Son.....	1694
Copyright Notices.....	1690
Dodd, Mead & Co.....	1637
Help Wanted.....	1690
Houghton Mifflin Co.....	1638
Ideal Book Mailing Corner Company.....	1694
Jenkins (W. R.) Company.....	1694
Kay Printing House.....	1694
Kellogg (Andrew H.) Company.....	1694
Lippincott (J. B.) Company.....	1696
Little, Brown & Co.....	1639
McLoughlin Brothers.....	1695
Maggs Brothers.....	1694
Merriam (G. & C.) Co.....	1641
Merwin-Clayton Co.....	1694
Publishing Adjuncts (Directory).....	1692, 1693
Situations Wanted.....	1690
Special Notices.....	1691
Tandy-Thomas Company.....	1694
Tapley (J. F.) & Co.....	1695
Werner Company.....	1640

## NOTES IN SEASON.

DOUBLEDAY, PAGE & Co. will publish on May 20 Mrs. Humphry Ward's "Marriage à la Mode," which will be almost twice as long in book form as it was in its serial course through *McClure's Magazine*.

DANA ESTES & Co. have just ready "Our Plymouth Forefathers," by Charles Stedman Hanks, which is said to be a piece of history as uncompromising in spirit as any forefather that ever set foot on Plymouth Rock.

D. APPLETON & Co. will publish shortly a new novel by Arthur Goodrich, author of "Gleam o' Dawn," entitled "The Lady Without Jewels." The scene of the story is laid in Germany, and as it has to do with the travels of Americans in Europe, its appearance at this time has been chosen for its appropriateness.

J. B. LIPPINCOTT COMPANY have been obliged to postpone the publication of John Reed Scott's "The Woman in Question" until to-day, owing to the great demand from the trade. They will publish immediately "Inferences at Bridge," a study of the hand of the player and those of his opponents, by Mr. Dalton, the great English authority on bridge.

G. W. DILLINGHAM Co. will publish shortly "The Merry Widow," founded on Franz Lehar's opera; "By Right of Conquest," by Arthur Hornblow; "Ridgway of Montana," by William MacLeod Raine; "The Battle," by Cleveland Moffett; "Redcloud of the Lakes," by Frederick R. Burton; "A Quarter to Four," by William Wallace Cook; and a new detective story, "The Solitary Farm," by Fergus Hume.

LITTLE, BROWN & COMPANY will publish May 22 "Red Horse Hill," by Sidney McCall. The unusual success of this author's previous books, notably "Truth Dexter" and "The Breath of the Gods," is an earnest of what may be expected of her latest work. "Red Horse Hill" is an American novel of intense interest, worked out around a situation unusual and dramatic. It depicts the events of four related lives and the conflicts of their various interests. The author has written of true people, who are happy or sad, who enjoy or who suffer in an intensely human way. Her background, a Southern mill town, has the detail painted from long and intimate knowledge. The pathos, the power and the realism in the book raise it to a high level of literary achievement.

THE MACMILLAN COMPANY have published this week "The Romance of a Plain Man," by Ellen Glasgow, who again uses her favorite Virginian background, especially the city of Richmond, for the story of her hero, "a magnificent animal with no social manner," and her wholly delightful aristocratic heroine, a couple whose married life is full of American problems, handled with the humor and color that have already brightened "The Deliverer" and "The Voice of the People;" "The History of the State of Washington," by Professor Edmond S. Meany, virtually the history of the Pacific Slope, now occupying so much attention while it prepares for the Seattle Exposition; "Studies in Mystical Religion," by Professor Rufus M. Jones, of Haverford College; and "Watterton's Wanderings in South America," to which the Rev. J. C. Wood has now added an interesting biography and explanatory index.



## WEEKLY RECORD OF NEW PUBLICATIONS.

The prices of *net* books issued by publishers who protect the prices of their new publications are preceded in this list by the double asterisk \*\*, and the word *net* follows the price. Works of fiction (not *net*) of which a minimum price is protected by their publishers, are preceded by a dagger †. The prices of *net* books not protected are preceded by a single asterisk \*, and the word *net* follows the price.

The abbreviations are usually self-explanatory. c. after the date indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Books of foreign origin of which the edition (annotated, illustrated, etc.) is entered as copyright, are marked c. ed.; translations, c. tr.; n. p., in place of price, indicates that the publisher makes no price, either *net* or retail, and quotes prices to the trade only upon application.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are designated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Fe. 48mo: 10 cm.). Sq., obl., & c. designate square, oblong, narrow books of these heights.

**Aflalo, F. G.** *Sunset playgrounds: fishing days and others in California and Canada; with many illustrations.* N. Y., Scribner, [imported,] 1909. 12+251 p. O. cl., \*\$2.25 *net*.

This is a mere collection of random impressions of sport and scenery, of men and cities during a trip of 15 or 20,000 miles. The book concerns itself a little less with fishing; its atmosphere is chiefly that of the wonderful Pacific Slope, which is surely going, as a powerful Federation, to play an important part in the history of new civilizations between the East and the West. The control of the negro, the exclusion of the Asiatic, and the protection of fisheries are only lightly touched upon, but give food for thought. The greater number of the photographs were taken by the author.

**Allen, Gardner Weld, M.D.** *Our naval war with France.* Bost., Houghton Mifflin Co., 1909. c. 12+323 p. pls. pors. map, D. cl., \*\*\$1.50 *net*.

The author of "Our navy and the Barbary Corsairs" follows that book with an account of another little known episode in our history. The hostilities which went on for several years at the end of the eighteenth century between the United States and France amounted to actual warfare, though no formal declaration of war was made on either side. This emergency gave the United States Navy its first opportunity for action after the Government was fully established, and some of our naval heroes first won distinction in the important frigate actions and many minor contests of this war.

**Anthony, Gardner Chace, and Ashley, G. Francis.** *Descriptive geometry.* Bost., Heath, 1909. c. 10+130 p. diagrs., obl. 16°, (Technical drawing ser.) cl., \$2.

**Arteaga y Pereira, F. de, comp.** *Nine Spanish poems.* [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 47 p. pap., \*40 c. *net*.

**Asoka, or Piyadasi, Emperor of India.** The edicts of Asoka; ed. in English, with an introd. and commentary by Vincent A. Smith. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 20+77 p. front. Q. bds., \$6.75.

Asoka was a Buddhist emperor who reigned about thirty years, about 261 B.C. Within the last seven years much material has been discovered that throws new light on his teachings. "Asoka the Buddhist Emperor of India" published 1901 therefore needed many changes here given.

**Balzac, Honoré de.** *César Birotteau*; ed. by Wilhelmine E. Delp. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 24+252 p. D. (Oxford modern French ser.; ed. by Leon Delbos.) cl., 60 c.

Editor is of the Université de Paris, and lecturer in the Royal Holloway College. Her notes show knowledge of the reader's needs and keen insight into the difficulties of Balzac for foreign minds.

**Barrett, Eaton Stannard.** The heroine; with an introd. by Walter Raleigh. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 15+298 p. S. (Oxford lib. of prose and poetry.) cl., 90 c.

Walter Raleigh has been professor of English literature at Oxford since 1904.

**Bateson, W.** *Mendel's principles of heredity; with 6 colored plates and 33 figures and 3 portraits.* N. Y., Putnam, 1909. 14+396 p. 8°, cl., \*\$3.50 *net*.

**Bible.** *Cambridge Bible for schools and colleges: the Wisdom of Solomon*, ed. by J. A. F. Gregg. N. Y., Putnam, 1909. 16°, cl., 50 c.

**Bible.** *Old Testament.* The literary man's Bible: a selection of passages from the Old Testament, historic, poetic and philosophic, illustrating Hebrew literature; arranged with introductory essays and annotations by W. L. Courtney. [4th ed.] N. Y., Thomas Y. Crowell & Co., [1909.] 11+414 p. O. cl., \*\$1.25 *net*.

Published in England, 1907. The editor of the *Fortnightly Review* has gathered together some of those passages in the Bible "of supreme literary value, exhibiting the highest artistic qualities and intellectual characteristics of the Hebrews." Grouped according to their character, historical, poetic, prophetic, or philosophic, made clearer by their very isolation from their context, and elucidated by the descriptive introductions, the selections are especially significant.

**Bond, Francis.** *Fonts and font covers; il. by 426 photographs and drawings.* [N. Y., Oxford University Press, (Amer. Branch,)] 1908, [1909.] 15+347 p. O. cl., \$4.80.

Deals almost wholly with fonts and font-covers in churches in the British Dominion. The index of localities, giving county, explanatory text, illustrations, with name of photographer or draughtsman or donor of illustration occupies 32 pages. Bibliography (3 p.).

**Brebner, Percy Ja.,** ["Christian Lys," *pseud.*] *A royal ward*; il. by Harry C. Edwards. Bost., Little, Brown & Co., 1909. c. 343 p. D. cl., †\$1.50.

The author of "The Princess Matitza" and "Vayenne" has written the story of Lady Betty Walmisley, left the royal ward of George III. when the Prince of Wales was already Regent. Events that actually occurred at the time are woven into the story in which the French hero, the English heroine and a brave American spy play adventurous parts. The reader catches glimpses of smugglers on the Devon coast and sees much of the life of the time. A great English gentleman playing against the government for his own stakes takes a conspicuous rôle in the plot.

**British historical portraits:** [v. 1,] *Richard II. to Henry Wriothesley, 1400-1600*; the lives by C: Rob. Leslie Fletcher, the portraits

chosen by Emery Walker; with an introd. on the history of portraiture in England by C. F. Bell. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 23+199 p. pors. Q. cl., \$2.90.

The first issue of a series of volumes. It contains 103 portraits, chosen by the Master of the Art Workers' Guild, process engraver and printer, who, with Walter Crane and others, founded the Arts and Crafts Exhibition Society, and helped William Morris in establishing the Kelmscott Press at Hammer-smith. He has chosen from many private collections and of course from the British National Portrait Gallery. Beginning with the close of the 14th century it is hoped to carry the series down to the middle of the 19th century.

**Browne, Horace B., comp.** Short plays from Dickens, for the use of amateur and school dramatic societies; arranged by Horace B. Browne; with il. by "Phiz," G: Cruikshank, G: Cattermole, and Marcus Stone. [N. Y., Scribner, imported,] 1908, [1909.] 15+198 p. D. cl., \$1 net.

Twenty short plays have been prepared to meet a growing demand for short actable plays adapted from the works of Charles Dickens. They are taken from some of the principal episodes in seven of his books, and they will be found to contain, among the eighty-six characters introduced, some of the best known of Dickens' creations.

**Buckley, Elsie Finimore.** Children of the dawn: old tales of Greece; introd. by Arthur Sidgwick; il. by Frank C. Pape. N. Y., Frederick A. Stokes Co., 1909. 16+347 p. 8°, cl., \$1.50.

**Burney, Rev. C: Fox.** Israel's hope of immortality: four lectures. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 105 p. O. bds., \$1.

Author is Fellow, Lecturer in Hebrew, and librarian of St. John's College, Oxford. Obtained the distinction of 1st class in Final Honour School of Semitic Studies, 1892.

**Buxton, C: Roden.** Turkey in revolution; with 33 il. and a map. N. Y., Scribner, [imported,] 1909. 285 p. O. cl., \$2.50 net.

In the autumn of 1907 Mr. Buxton visited Turkey and studied for himself the conditions in Constantinople, Macedonia, and in the liberated countries, Servia and Bulgaria. Again, in 1908, he was sent as one of the Balkan Committee to convey to the Young Turks congratulations on the opening of the Ottoman Parliament. Here he studied the history and work of that wonderful organized secret society now known to the world as the Committee of Union Progress. A careful reading of Mr. Buxton's work will give a clear idea of the conditions in Turkey now that the eyes of the world are upon her, and probably the fate of many lands and much new political geography will be decided by her.

**Casanowicz, Immanuel Moses.** The collection of rosaries in the United States National Museum; from the Proceedings of the United States National Museum, v. 36. Wash., D. C., United States, Office of the Superintendent of Documents, 1909. 333-359 p. pls. O. pap. (Add. Superintendent for price.)

The pamphlet follows the succession in time of the appearance of the rosary or prayer-beads in the several religious systems which are known to use it: First, of the form and manner of its use among the Hindus or Brahmans; second, among Buddhists; third, among Mohammedans; fourth, among Christians. Describes accurately 105 rosaries and pictures, most of them on 30 plates.

**Catullus.** Catulli carmina; [Poems of Catullus;] ed. by C: Stuttaford, with introd. and notes. N. Y., Macmillan, 1909. 27+231 p. 16°, cl., \$1.50 net.

**Child (The)** workers of the nation; Proceedings of the fifth annual conference, Chicago, Ill., Jan. 21-23, 1909. N. Y., National Child Labor Committee, [105 E. 22d St.,] 1909. c. 4+252 p. O. cl., \$1.25; pap., \$1.

**Chittenden, W:** Lawrence, ["Larry Chittenden," pseud.] Bermuda verses. N. Y., Putnam, 1909. c. 9+68 p. pls. O. cl., \*\*\$1.50 net.

Author has ranch of 10,000 acres in Jones Co., Texas. On one of his "outings" he visited "Bermuda" and the verses that awoke in him are of the healthy, happy spirit that made his "Ranch verses" so popular.

**Cisco, Jay Guy.** Historic Sumner County, Tennessee, with genealogies of the Bledsoe, Cage and Douglass families, and genealogical notes of other Sumner County families. Nashville, Tenn., [Jay Guy Cisco, Vanderbilt Law Bldg.,] 1909. c. 12+319 p. il. pors. 12°, cl., \$2. (500 copies.)

**Clare, J:** Poems; ed., with an introd., by Arthur Symons. [N. Y., Oxford University Press, (Amer. Branch,)] 1908, [1909.] 208 p. S. (Oxford lib. of prose and poetry.) cl., 90 c.

Born 1793; died 1820.

**Cole, G: Watson, comp.** A catalogue of books consisting of English literature and miscellanea, including many original editions of Shakespeare, forming a part of the library of E. Dwight Church. N. Y., Dodd, Mead & Co., [1909.] 2 v., 9+550; 5+551-1154 p. pls. facsim., 4°, subs., \$75. (150 copies.)

First part of the catalogue containing Americana was published in 1907. See American Catalog, 1905-'07, v. 2, 1907.

**Coleridge, S: Taylor.** Coleridge's literary criticism; with an introd. by J: W: Mackail. N. Y., [Oxford University Press, (Amer. Branch,)] 1908, [1909.] 19+266 p. S. (Oxford lib. of prose and poetry.) cl., 90 c.

John William Mackail has been professor of poetry at Oxford University since 1906.

**Coleridge, S: Taylor.** Poems; introd. by A. T. Quiller-Couch. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 16°, (World's classics.) cl., 40 c.; leath., 75 c.

**Collins, A. F:** The design and construction of induction coils. N. Y., Munn & Co., 1909. c. '08. 23+272 p. figs. fold. fig. O. cl., \$3 net.

The work treats of eight different sizes of coils, varying from a small one giving 1/4-inch sparks to a large one giving 12-inch sparks. Much of the matter has never been published before, as, for instance, the vacuum drying and impregnating processes, the making of adjustable mica condensers, the construction of interlocking reversing switches, the set of complete wiring diagrams, the cost and purchase of materials, etc.

**Cosgrove, J: Jos.** History of sanitation. Pittsburgh, Pa., Standard Sanitary Manufacturing Co., [1909.] c. 8+124 p. il. O. cl., \$1.50.

The manuscript for this volume was prepared for a serial in *Modern Sanitation*. It traces the advancement made in sanitation from its earliest stages to the present time. Old Roman and Greek fountains, baths and aqueducts are described, with various inventions in piping and plumbing down to the present day. Copiously illustrated.



**Curzon, G:** Nathaniel, [1st Baron Curzon of Kedleston, formerly Viceroy and Governor-General of India.] Principles and methods of university reform: being a letter addressed to the University of Oxford. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 220 p. O. cl., 85 c.

**Day, Lewis Foreman.** Nature and ornament. In 2 v. v. 1, Nature the raw material of design. N. Y., Scribner, [imported,] 1909. 15+126 p. il. O. cl., \*\$2 net.

In 1891 the author published "Nature in ornament." In revising this work for a fourth edition he determined to enlarge it and ended by writing two entirely new volumes, of which this is the first. The special purpose of this volume is to illustrate as fully as possible the decorative and ornamental character of natural growth, and its infinite suggestiveness as the starting point in design. The illustrations by Miss Foord, made at author's suggestion, are only samples of what may easily be discovered by those who look for it, and are only intended to point the way. The next volume will be entitled "Ornament the product of nature."

**Day, Sarah J.** Fresh fields and legends old and new. N. Y., Putnam, 1909. c. 9+178 p. front. O. hf. cl., \*\*\$1.25 net.

Poems full of love of nature and descriptions of beautiful, well-known vacation spots of the world, thoughts on great authors, and several sonnets.

**Desnoyers, Louis.** Les mésaventures de Jean-Paul Choppart; ed., with notes, vocabulary and exercises, by C. Fontaine. Bost., Heath, 1909. c. 4+185 p. S. (Heath's modern language ser.) cl., 40 c.

Editor is chairman of French departments, High school of Commerce, New York.

**Devine, E: T:** Misery and its causes. N. Y., Macmillan, 1909. c. 11+274 p. D. (American social progress ser.) cl., \*\*\$1.25 net.

The aim of this work, like the other volumes of the series, is to give the reader the results of the newer social thought and scientific investigation of the facts of American life and institutions. Dr. Devine's work is based on wide personal observation. In addition to his place as editor of *Charities*, the author has, at one time or another, been connected with the Pittsburg Survey, the Standard of Living Investigations in New York, and the investigation of the need for an employment bureau. He has also studied the records of 5000 cases, supplied by the Charity Organization Society. The result is a work which must throw great light upon the problem of the poor.

**Eastland, Florence Martin.** Matt of the water-front. Cin., Jennings & Graham, [1909.] c. 153 p. D. cl., \*60 c. net.

Matt is an optimistic street boy of Seattle, who finds a good friend in Mr. Kaufmann, a lawyer engaged at the time in the search for heirs to a large estate. Matt has many adventures in the streets, but overcomes his difficulties, and is finally the means of bringing back Mr. Kaufmann's lost child. He is adopted by the Kaufmanns and is discovered to be the missing heir.

**Eaton, D. Cady.** A handbook of modern French painting; with 250 illustrations. N. Y., Dodd, Mead & Co., 1909. c. 32+361 p. D. cl., \*\*\$2 net.

Author is professor of the history and criticism of art (Emeritus), Yale University. The book is designed for travellers who desire more information about modern French painting than is given in ordinary guide books. Here, in compact and convenient form, one can find brief biographies of all French artists of any note whatever from the time of Watteau to the present day. The list includes such names as Greuze, David, Delacroix, Corot, Gérôme, Millet, Rosa Bonheur, Meissonier and scores of others.

**Eliot, C: W:** Lawlessness: an address delivered before the Civic Forum, New York City, Dec. 12, 1908. N. Y., Civic Forum, 1909. c. 28 p. por. D. (Civic Forum addresses.) pap., 10 c.

Virtually an essay on the moral conditions in the United States. In summing up his statement of the various manifestations of lawlessness in business, politics, society, etc., the wise president of Harvard shows his unfailing optimism. He believes things have improved within the last twenty years, and says improvement must come by education, regular industry, the amelioration of industrial strife, the general disuse of alcoholic drinks, resistance to political corruption, establishment of pure and efficient government, and the steady teaching of the "righteousness that exalteth a nation."

**Eliot, G.;** [pseud. for Mrs. J: W. Cross.] Scenes of clerical life; with introd. by Annie Matheson. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 424 p. 16°. (World's classics.) cl., 40 c.; leath., 75 c.

Annie Matheson is author of an introduction to "John Halifax" and critical notes to "Adam Bede" and "Silas Marner" in the *Temple classics* series. She is the daughter of the late Rev. James Matheson, of Nottingham, England.

**Esenwein, Jos. Berg.** Writing the short-story: a practical handbook on the rise, structure, writing, and sale of the modern short-story. N. Y., Hinds, Noble & Eldredge, [1909.] c. '08. 16+441 p. D. cl., \$1.25.

Author is editor of *Lippincott's Magazine* and has handled many thousands of manuscripts from writers great and small. He gives chapters on the difficult technique of the short story of value to writers, editors and teachers and describes how to dissect, how to write and how to sell a short story. Dr. Esenwein's advice is wholly practical and encouraging.

**Fairweather, Rev. W:** The background of the Gospels; or, Judaism in the period between the Old and New Testaments; the twentieth ser. of the Cunningham lectures. [N. Y., Scribner, imported,] 1908, [1909.] 30+455 p. O. cl., \*\$3 net.

Author is minister of Dunnikier Free Church, Kirkcaldy, a seaport of Fife County, Scotland. The period embraced is that beginning with the Maccabean revolt and ending with the destruction of Jerusalem under Titus—a period of 235 years, a well-defined period of history of the nation. The external history is only narrated so far as to make clear the development of Judaism.

**Finot, Jean.** The philosophy of long life; tr. from the French by Harry Roberts. N. Y., John Lane Co., (The Bodley Head,) 1909. 9+305 p. O. cl., \*\$2.50 net.

Intended for all who believe in the happiness of health or who are interested in the Emmanuel Movement, or the theories of Metchnikoff and Fletcher. M. Finot looks at life as a force which permeates all things, inanimate objects as well as animals. His conclusion, therefore, is that life is indestructible, and he gives practical suggestions for the prolongation of our life in this world and for banishing the helplessness of old age. He believes that he has discovered the "Cure for old age," and teaches calmness in the face of death. The book has run through fourteen editions in France, and is being translated into almost every language. It is a philosophy for lovers of life.

**Fogazzaro, Antonio.** Fogazzaro's Pereat Rochus, and Un' idea di Ermes Torranza; ed., with introd., notes and vocabulary. Bost., Heath, 1909. c. 5+102 p. S. (Heath's modern language ser.) cl., 40 c.

Editor is instructor in Romance languages, Northwestern University.



**Gardner, Nathaniel Lyon.** New *chlorophyceae* from California. Berkeley, Cal., University of California Press, [1909.] 371-376 p. pl. Q. (University of California pubs.; Botany.) pap., 10 c.

The writer has investigated the discolorations and mottlings of various kinds found especially on the fronds of the red and brown algae (seaweeds) found along the Pacific coast. Such mottlings have usually proven to be due to small, filamentous brown or red or green algae associated with the larger forms, either wholly endophytic (growing as a parasite) or strictly epiphytic (growing as a non-parasite on another plant). The writer describes several species in scientific language.

**Garrison, Mrs. Theodosia Pickering.** The joy o' life. N. Y., Mitchell Kennerley, 1909. c. 148 p. S. cl., \$1 net.

This first volume of collected writings by Mrs. Garrison deals with the big, simple things of life..

**Gaskell, Mrs. Elizabeth Cleghorn Stevenson.** North and south; with introd. by Clement Shorter. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 528 p. 16°, (World's classics.) cl., \*40 c. net; leath., \*75 c. net.

**Geddings, H: D.** Precis on the management of outbreaks of smallpox, diphtheria and scarlet fever. [Wash., D. C., United States, Office of the Superintendent of Documents,] 1909. 18 p. 8°. (Add. Superintendent for price.)

**Geden, Alfred S., D.D.** Outlines of introduction to the Hebrew Bible. [N. Y., Scribner, imported,] 1909. 15+367 p. facsims., O. cl., \$3.50 net.

Author is tutor in Hebrew and Biblical literature at the Wesleyan College, Richmond, England. He holds a conservative position in regard to modern controversies on the authorship of the Pentateuch and the books of the Old Testament in general. The contents of this volume have formed the groundwork of a series of lectures for years past delivered at the Wesleyan College.

**Gifford, Mrs. Augusta Hale.** New Italy; her people and their story: a popular history of the development and progress of Italy from the time of Theodorich, the Great, to that of Emanuel III.; il. from portraits and famous paintings. Bost., Lothrop, Lee & Shepard Co., [1909.] c. 8+322 p. O. cl., \*\*\$1.20 net.

A newly revised edition of the second part of Mrs. Gifford's standard book, "Italy: Her People and Their Story," published a few years ago, the first part of which related simply to ancient Italy. Mrs. Gifford is the sister of Senator Eugene Hale, of Maine, and through long residence in Southern Europe, where Mr. Gifford has for years held important diplomatic posts, has had exceptional opportunities for gathering important material not generally available.

**Gribble, Francis H:** Lausanne; painted by J. Hardwicke Lewis and May Hardwicke Lewis, described by Francis H. Gribble. N. Y., Macmillan, 1909. 8+110 p. 8°, (Color books.) cl., \*\$3 net.

This volume completes Mr. Gribble's series of monographs on the historical and literary associations of the Lake of Geneva. The companion volumes are "Montreux," "Geneva" and "Our Life in the Highlands."

**Grinnell, Jos.** Three new song sparrows from California. Berkeley, Cal., University of California Press, [1909.] 265-269 p. Q. (University of California pubs.; Zoology.) pap., 5 c.

During the past year the Museum of Vertebrate

Zoology of the University of California has acquired three new specimens of song sparrows, making no less than seventeen distinct races, forms, small species or sub-species of song sparrows from California alone. The pamphlet gives detailed descriptions of the three new species with their popular and scientific names.

**Hagedoorn, Arend L.** Inheritance of yellow color in rodents. Berkeley, Cal., University of California Press, 1909. 95-99 p. Q. (University of California publications; Physiology.) pap. (Add. University for price.)

**Haggard, H: Rider.** The lady of the heavens. N. Y., Frank F. Lovell Co., [68 Murray St., 1909.] c. '08. 8+342 p. D. cl., \$1.50.

The story of a visionary missionary who took his wife to Zululand and let her and her young children suffer desperately while he followed his "call." All the children died but one, who grew to be sixteen among the savages. Her mother and she both had the gift of second sight and could always foretell their trials. The girl was held by the savages to have supernatural powers and this gained the name of "Lady of the Heavens" because they thought she could control the lightning. After most disastrous adventures she meets happiness with a white man she had loved from her earliest youth and a girl rescued from the savages, who is her devoted slave.

**Hasluck, Paul Nooncree, ed.** The handyman's enquire within, making, mending, renovating. N. Y., Cassell, 1908, [1909.] 568 p. il. diagrs., 8°, cl., \*\$2.50 net.

**Hastings, G. W.** A vindication of Warren Hastings. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 6+203 p. pors. pl. O. cl., \$2.

Endeavors to prove that the man who made the Indian Empire and preserved it for the English was wholly innocent of the sins so often and so grievously laid to his charge.

**Henry, O., [pseud. for Sydney Porter.]** Roads of destiny. N. Y., Doubleday, Page & Co., 1909. c. '02-'09. 6+376 p. D. cl., \$1.50.

*Short stories:* Roads of destiny; The guardian of the Accolade; The discounters of money; The enchanted profile; "Next to reading matter"; Art and the bronco; A double-dyed deceiver; The passing of Black Eagle; A retrieved reformation; Cherchez la femme; Friends of San Rosario; The fourth in Salvador; The emancipation of Billy; The enchanted kiss; A departmental case; The renaissance of Charleroi; On behalf of the management; Whistling Dick's Christmas stocking; The halbadier of the little Rheinichloss; Two renegades; The lonesome road.

**Herodotus.** Herodoti historiae; recognovit brevique adnotatione critica instruxit. v. 2. [N. Y., Oxford University Press, (Amer. Branch,)] 1909.] no paging, D. (Scriptorum classicorum bibliotheca Oxoniensis.) limp cl., \$1.10.

For volume 1, see Annual American Catalog, 1908.

**Hocking, Jos.** The sword of the Lord: a romance of the time of Martin Luther. N. Y., Dutton, [1909.] c. 8+334 p. 12°, cl., \$1.25.

**Hogarth, D: G:** Ionia and the East: six lectures delivered before the University of London; with a map. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 117 p. O. bds., \$1.15.

Author is archaeological explorer, geographer and director of Cretan Exploration Fund since 1899.

**Hudson, Horace B.** A half century of Minneapolis. Minneapolis, Minn., Hudson Publishing Co., 1908, [1909.] c. 569 p. 150

half-tone views, il. 300 pors. Q. hf. mor., \$15.

A practical condensed story of Minneapolis—not only the interesting history of early days, but Minneapolis, in every sense, up to date. The plan has been to group the general history of the city into chapters covering certain not definitely divided periods, following this with some twenty chapters taking up separate phases of the life and activities of the city, such as religious and educational affairs, the professions, banking, milling and the more prominent divisions of business. The closing chapter discusses the progress of the city in the past decade or so—not so much a record of events as of tendencies. Full index. Written, printed, illustrated and bound in Minneapolis.

**Hugo, Victor.** Préface du Cromwell; ed. by Edmond Wahl. [N. Y., Oxford University Press, (Amer. Branch,) 1909.] 56+139 p. por. S. (Oxford higher French ser.; ed. by Leon Delbos.) cl., 85 c.  
Editor is professor in Lycée Janson de Sailly.

**Imperial (The) gazetteer of India.** New ed., published under the authority of His Majesty's Secretary of State for India in Council. In 26 v. v. 15-25; v. 26, atlas. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. maps, 8°, vs. 15-25, ea., cl., \$2; hf. mor., \$2.50; v. 26, cl., \$5; hf. mor., \$5.75; subs., per set, cl., \$30; hf. mor., \$37.

These volumes bring to an end this treasury of facts which testify to the great mental awakening of the Indian under British rule. Its civilizing influence is proved by the fact that while the population of the United Provinces is 4,000,000 greater than in 1881, the police force is 5000 less.

**Inchbald, Mrs. Elizabeth Simpson.** A simple story; with an introd. by G. L. Strachey. [N. Y., Oxford University Press, (Amer. Branch,)] 1908, [1909.] 15+299 p. S. (Oxford lib. of prose and poetry.) cl., 90 c.

Introduction contains brief sketch of Mrs. Inchbald's life and literary work. The writer calls attention to the fact that this once popular novel has fallen into undeserved oblivion. He ranks it higher than Fanny Burney's "Evelina," but thinks Miss Burney's position among the great spirits of her day has kept her work more prominently before literary people. The old title-pages are reproduced. The text is that of the fourth edition.

**Inner (The) shrine: a novel of to-day.** N. Y., Harper, 1909. c. '08. 356 p. pls. D. cl., \$1.50.

There has been much discussion as to its authorship while this story was a serial in *Harper's Magazine*. The anonymity is still preserved. Diane Eveleth, the heroine, is French, married to an American in Paris, with whom she has led a careless, extravagant life that has ruined them. Her husband dies ostensibly by a duel, but suspected of suicide. Diane awakens from the shock, repentant. She and her husband's mother return to America; Diane secures work as companion to a widower's high-spirited daughter—and then begins the plot, in which the whole and half truths of Diane's former life almost wreck her chances of happiness. The "inner shrine" of Diane's nature is studied with art by the unknown author.

**Jervey, Theodore D. Robert Y. Hayne.** N. Y., Macmillan, 1909. c. 19+555 p. pors. O. cl., \*\*\$3 net.

Mr. Hayne was born in South Carolina in 1791 and died at Asheville, N. C., 1840. He was United States Senator from South Carolina from 1823-32; and is chiefly noted as an opponent of the protective tariff and the leaders of the nullifiers and for his debate with Webster in 1830. The author, who is second vice-president of the South Carolina Historical Society, believes justice has never been accorded to Robert Y. Hayne. It is his hope that his work may set his fine character in clearer light for a new generation.

**Jessup, H: Wynans.** History of the Fifth Avenue Presbyterian Church of New York City, New York, from 1808 to 1908, together with an account of its centennial anniversary celebration, December 18-23, 1908; prepared under direction of the Centennial Committee. [N. Y., A. S. Barnes & Co.,] 1909. c. 283 p. pls. pors. fold. tab., 8°, cl., \$1.

This church now stands on the northwest corner of Fifth Avenue and Fifty-fifth Street. It was for many years under the ministry of Dr. John Hall.

**Jevons, W: Stanley.** Investigations in currency and finance; il. by 18 diagrams; ed., with an introd. by H. S. Foxwell. New ed., abridged, with a preface by H. Stanley Jevons. N. Y., Macmillan, 1909. 36+347 p. 8°, cl., \*\$3 net.

First published in 1884, see American Catalog, 1884-1890. Of special value to students are the essays on, The variation of prices; Periodicity of commercial crises; Gold coinage; and Bi-metallism.

**Jourdain, M.** Old lace: a handbook for collectors: an account of the different styles of lace, their history, characteristics and manufacture; containing 163 examples of old lace from photographs on 95 plates. N. Y., Scribner, [imported,] 1909. 8+121 p. O. cl., \$4.50.

Miss Jourdain was one of the editors in 1891 of the latest edition of Mrs. Palliser's "History of lace." In the preface of this book she says the Palliser "History" is almost exhaustive on the historical side. She treats lace here from a technical and artistic side against an historical background, and she includes in this a considerable amount of new material that has come to light since the last edition of Mrs. Palliser's book. A glossary and full index. The illustrations are specially valuable but should have an index.

**Judson, Katharine Berry.** Montana, "the land of shining mountains"; with 24 il. and a map. Chic., A. C. McClurg & Co., 1909. c. 7+244 p. D. cl., \*75 c. net.

An historical reader, written to give children, in proper sequence, some of the romantic and picturesque scenes from the early history of Montana, and to inspire them with a wish to know more of the history of their state.

**Kipling, Rudyard.** Kipling stories and poems every child should know; ed. by Mary E. Burt and W. T. Chapin; il. by J. M. Gleeson, C: Livingston Bull and the author. N. Y., Doubleday, Page & Co., 1909. c. '91-'09. 28+361 p. D. (Every child should know ser.) cl., \$1.20.

The book is intended to reach the hands of children in lower grades, kindergartens, and nurseries by its picture pages, which will be supplemented by the reading of the text by teachers or parents. Selected from "Just so stories," "The jungle book," "Departmental ditties and ballads," "Under the deodars," etc.

**Kleiser, Grenville.** Teachers' key to How to speak in public. N. Y., Funk & Wagnalls Co., 1909. c. 95 p. 12°, cl., 50 c.

For notice of "How to speak in public" see American Catalog, 1905-1907, v. 2, '06.

**Krapp, G: Philip.** The authority of law in language. Cin., University of Cincinnati Press, [1909.] 26 p. O. (University of Cincinnati studies.) pap. (Add. University for price.)

Author is professor of English in University of Cincinnati. He compares the conventional law of language to the domination of the great corporations. Individuals accept what is and has been; there follows a lack of initiative that tends to make their



individual range narrower; social intelligence and understanding is not increased by our vast schemes of uniform education which make us forget that each community and each individual has a right to create its own world. In language, as in all other social institutions, the right and duty of individual variation must be recognized.

**Kuropatkin, General Alexei Nicolaevitch.** The Russian army and the Japanese war; being historical and critical comments on the military policy and power of Russia and on the campaign in the Far East; tr. by Capt. A. B. Lindsay; ed. by Major E. D. Swinton; with maps and illustrations. N. Y., Dutton, 1909. 2 v., 31-309; 7-348 p. pors. O. cl., \*\$7.50 net, boxed.

These memoirs, of interest to the civilized world, were suppressed by the Russian government immediately upon their appearance. The author was for several months commander-in-chief of the Russian army. He frankly discusses the policy that led up to the Russo-Japanese war, as well as the military details of the conflict. His work is a continued protest that as far as Russia was concerned the war was not fought out to anything like a finish; that peace was declared at the moment when victory lay within Russia's grasp and when her strength was at the greatest, while that of the Japanese had begun to ebb. The Russian original in four volumes has been condensed by the translator into two. The deposed commanding general finds no fault with the government for supplanting him in the field, but offers a strict impersonal handling of a great historic theme.

**Leeds, C: Carley.** Mechanical drawing for trade schools. Machinery trades ed. N. Y., D. Van Nostrand Co., 1909. c. 125 p. diags., 4°, (Carnegie Technical Schools text books.) cl., \*\$2 net.

**Lees, Frederic.** A summer in Touraine; with il. in colour by Maxwell Armfield; 87 other il. and a map. Chic., A. C. McClurg & Co., 1909. 15+318 p. O. cl., \*\$2.75 net.

The banks of the Loire, Vienne and Cher, those parts of central France richest in natural beauty as well as in historic memories, are here described as they appear to a leisurely and cultured traveller, who sees, as he passes along the river banks, and wanders through the old chateaux, not the pageant of a summer only, but the whole pageant of the Renaissance in France.

**Legge, Ronald.** The "Hawk": a story of aerial war. N. Y., John McBride Co., 1909. c. 310 p. D. cl., \$1.50.

The "Hawk" is the wonderful airship, whose invention and completion the reader follows from the beginning. A flotilla of these ships attack the English coast and a battle is fought, in which the English are successful after a bitter fight. With these details is mingled the romance of a famous English actress.

**Little, Mrs. Mary Wilson.** Retrospection. N. Y., Broadway Publishing Co., [1909.] c. 88 p. D. cl., \$1.

A story of three sisters who live with their grandmother. The eldest, Phoebe, is the heroine of an unhappy love affair. Much of the book consists in descriptive letters from an American girl travelling in Europe.

**Locke, Ja.** The plotting of Frances Ware. N. Y., Moffat, Yard & Co., 1909. c. 309 p. D. cl., †\$1.50.

An international tale, with an American heroine, by the author of "The stem of the crimson dahlia." It begins in the desert of Afghanistan, moves on to Paris, and reaches its culmination in Warsaw. The hero is a Pole who escapes from Siberia, where he has been sent for political reasons, and is cared for by Prof. Ware, making excavations on the Persian frontier, and his daughter Frances, when on the brink of a collapse. Frances marries him later and becomes involved in his plotting. She is res-

cued from a perilous situation in an exciting midnight scene in the crypt of the new cathedral in Warsaw, in which the Pole is killed.

**Lucas, E: Verrall, ed.** The Hambledon men: being a new ed. of John Nyren's young cricketer's tutor, together with a collection of other matter drawn from various sources, all bearing upon the great batsmen and bowlers before round-arm came in. [N. Y., Oxford University Press, (Amer. Branch,)] 1907, [1909.] 28+252 p. pls. S. (Oxford lib. of prose and poetry.) cl., 90 c.

**Marden, Orison Swett.** Not the salary but the opportunity. N. Y., Thomas Y. Crowell & Co., [1909.] c. 30 p. D. pap., \*\*10 c. net.

The editor of *Success* makes an appeal to young men to embrace the opportunities for learning in a situation and take the salary offered with thanks that any pay goes with the chance to learn from successful, experienced employers business methods that will always be of use. Every boy must understand that if he is in a place where he can learn the best part of his salary comes to him outside his envelope for the first years of his business career.

**Marlowe, Christopher.** Dr. Faustus (with Goethe's Faust); introd. by Adolphus W: Ward. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 16°, (World's classics.) cl., 40 c.; leath., 75 c.

Dr. Ward had been Master of Peterhouse, Cambridge, since 1900. First edited Marlowe's "Dr. Faustus" in 1878.

**Marlowe, Christopher.** The tragical history of Doctor Faustus; with an introd. and notes. N. Y., Sturgis & Walton Co., 1909. 14+78 p. S. (Swan dramatists.) cl., 45 c.

**Mason, A: Lynch.** Corporations and social changes: an address delivered Oct. 7, 1908, before the Indianapolis Bar Association and published under its auspices. Indianapolis, Ind., [Augustus L. Mason, 526 Life Bldg.,] 1908, [1909.] c. 32 p. 8°. (Priv. pr.)

Points out the advantages and disadvantages of corporations and how they have furthered and how hindered the social conditions of the United States. Author claims the place for effective reform is in the corporation charter. "If we can bring ourselves to sacrifice some business advantages, in return for undoubted social and political benefits, we will have recourse to the old theory of jealous limitations of corporate powers. . . . The doubtful experiment of regulating business by statute would not be necessary, and the world-wide drift toward socialism would be measurably checked in the United States.

**Mathewson, H: S., M.D.** The prophylactic value of vaccination. [Wash., D. C., United States, Office of the Superintendent of Documents,] 1909. 10 p. 8°. (Add. Superintendent for price.)

**Merry, W: Walter, D.D.** Orationes tvm creweianae tvm gratvlatoriae in Theatro Sheldoniano plervmqve habitatae. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 102 p. O. cl., \$2.

**Metour, Eugene Paul.** In the wake of the green banner; il. by E. M. Ashe. N. Y., Scribner, 1909. c. 8+444 p. D. cl., †\$1.50.

This story tells the moving epic of the French occupation of Algeria. The author lived long in Algeria, where his father, an engineer in the French service, was engaged in building roads through the colony. Beginning with a native uprising in Morocco, he takes his characters a flight over the Atlas Mountains, until they fall in with the Moslem army encamped in siege of the last outlying oasis



held by the French. Here between the spurs of Atlas and Sahara the main action of the story takes place.

**Mighels, Ella Sterling.** [*Mrs. Philip Verrill Mighels, formerly Mrs. Ella Sterling Cummins.*] The full glory of Diantha. Chic., Forbes & Co., 1909. c. 432 p. D. cl., \$1.50.

Diantha March is bookkeeper in the office of the Lockwood Lumber Company of New York City. She is a Canadian and has been five years in her present position. She is a strong, healthy, beautiful girl, who has attracted many men. But she has always held to her dream of marrying a sort of Parsifal—"one innocent and unsullied," as she says—"a primeval man." The junior partner of the firm asks her to marry him, but she refuses him, telling him why. She thinks perhaps in the west she may meet her ideal and accepts a position in the firm's office in Boulder Camp. Her remarkable experience with the men of Boulder Camp, and the ending of her dream and her return to New York and her discovery that she really loves the junior partner, make a good story.

**Moncrieff, Ascott Rob. Hope.** ["Ascott Robert Hope," *pseud.*] The heart of Scotland; painted by Sutton Palmer; described by A. R. Hope Moncrieff. N. Y., Macmillan, 1909. 10+206 p. map, 8°, (Color books.) cl., \*\$3 net.

Describes Scotland's most famous scenery, where Highland and Lowland blend and where were enacted some of the most famous events in the national life and history.

**National Business League of America.** Schedule of inquiries concerning the lands, waters, forests, minerals and other resources of America. 4th ed.; formulated by the Executive Committee of the National Conservation Commission and chiefs of bureaus concerned. Chic., National Business League of America, 1908, [1909.] 15 p. O. pap. (Add. pubs. for price.)

**New York Association for the Blind.** *Special Committee on Prevention of Blindness.* Prevention of blindness. no. 1, no. 2, Children who need not have been blind: prevention a public duty. 3d ed., rev., no. 3, Special committee on the prevention of blindness. N. Y., New York Association for the Blind, 1908, [1909.] il. pls. pap., gratis.

Of the 64,000 blind in the United States it is estimated that more than 7000 are blind from *ophthalmia neonatorum*, or blindness caused from infection at birth which might have been prevented by the doctors or midwives in charge. A committee of the Association aims to disseminate medical information and knowledge and it seeks the perfecting of existing or the organization of new governmental agencies to effect its objects. Literature and information are supplied by the Executive Secretary, 289 Fourth Ave., room 50.

**Nichols, Maurice Barstow.** Contributions to the knowledge of the California species of *crustaceous corallines*, II. Berkeley, Cal., University of California Press, [1909.] 349-370 p. pls. Q. (University of California pubs.; Botany.) pap., 15 c.

The second paper on the subject. For first instalment see American Catalog, 1908; or, "Weekly Record," P. W., Dec. 19, 1908.

**Parsons, Belle Ragnar.** Plays and games for indoors and out; rhythmic activities correlated with the studies of the school program. N. Y., A. S. Barnes & Co., 1909. c. 40+215 p. pls. O. cl., \$1.50.

The lessons are based on "Nature," "The industrial life of man," "The social life of man," "The heroic life of man" and "The historic life of man."

**Peck, Harry Thurston.** Studies in several literatures. N. Y., Dodd, Mead & Co., 1909. c. 296 p. D. cl., \*\*\$1.20 net.

Twelve essays relating to some of the famous books and authors of the world, as well as to several literary movements. The first deals with the "Odyssey," and the last with "Journalism." Among the writers considered are Juvenal, the Greek and Roman novelists, Milton, Tennyson, Longfellow, Emerson, Zola, Daudet, Poe, and some of the authors belonging to what is sometimes called "middle period of American literature."

**Petrie, W: Matthew Flinders.** Personal religion in Egypt before Christianity. N. Y., Harper, 1909. c. 16°, (Harper's lib. of living thought.) cl., \*\*75 c. net.

**Plato.** The Euthyphro of Plato; with introd. and notes by St. George Stock. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. various paging. S. cl., 60 c.

Mr. Stock is lecturer in Greek at Birmingham University, England.

**Poe, Edgar Allan.** Complete poetical works; with three essays on poetry; ed., with memoir, notes and bibliography, by R. Brimley Johnson; with por. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 316 p. 12°, cl., \*75 c. net. Bibliography.

**Poe, Edgar Allan.** Tales of the grotesque and arabesque; with other stories. N. Y., Scribner, [imported, 1909.] 6+787 p. por. S. (Caxton thin paper classics.) limp lamb-skin, \$1.25 net.

**Ritchie, J: W.** Human physiology: an elementary text-book of anatomy, physiology and hygiene; il. by Mary H. Wellman. Yonkers, N. Y., World Book Co., 1909. c. '08. 6-362 p. figs. D. (New world science ser.) cl., 80 c.

Presents the vital matters in physiology, hygiene and sanitation in a style so simple and with illustrations so clear that the subject is made interesting for teachers and scholars. Germ diseases and sanitation are given great emphasis. Intended for study in public schools. Physiology is the people's science and should be related to the nature and the agriculture of the public school course.

**Rix, Frank Reader.** The assembly song book. New ed. N. Y., A. S. Barnes & Co., 1909. 8°, bds., \*50 c. net.

**Rules of life for the pastor of souls; from the German by Rev. T: Slater and Rev. A. Rauch.** N. Y., Benziger Brothers, 1909. c. 8+217 p. 12°, cl., \$1.25.

**Russell, W: Clark.** The wreck of the "Grosvenor": an account of the mutiny of the crew and the loss of the ship when trying to make the Bermudas. N. Y., Sturgis & Walton Co., 1909. c. '75. 309 p. pls. D. (Deep-water ser.: popular tales of the sea.) cl., \$1.25.

**Schechter, Solomon.** Abraham Lincoln: memorial address delivered at the Lincoln centennial celebration of the Jewish Theological Seminary of America. N. Y., [Solomon Schechter, 535 W. 123d St.,] 1909. 29 p. O. pap. (Add. author for price.)

**Scott, Rob., D.D.** The Pauline Epistles: a critical study. [N. Y., Scribner, imported.] 1909. 7+376 p. O. (Literature of the New Testament.) cl., \*\$2 net.

The volume indicates the teaching of the Pauline

epistles and sets forth a theory of authorship based on characteristics of thought and style. Its most important aspect is the light it incidentally attempts to throw on the Gospels—on the authorship or author of the first (Matthew) and on the mind of the writer of the third (St. Luke).

**Shatzke, Jos. Shatz.** The unseen dangers behind humanity; or, the real causes why the Jew is hated the world over. Aurora, Col., New Humanity Publishing Society, [1746 Geneva Ave.,] [1909.] c. 381 p. 8°, cl., \$2.50.

**Sismondi, Jean Charles Leonard Sismonde de.** Pavie et le sac de Rome; ed. by Arthur Wilson-Green. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 12+138 p. D. (Oxford modern French ser.; ed. by Leon Delbos.) cl., 50 c.

Editor is senior French master in Radley College, England.

**Smith, D: Nichol.** The function of criticism: a lecture delivered before the university on Feb. 22, 1909. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 24 p. O. pap., 35 c.

Author is Goldsmith Reader in English, Oxford University; professor of English literature, Armstrong College, Newcastle-on-Tyne, 1904-1908.

**Spalding's** official lawn tennis annual, 1909; ed. by H. P. Burchell. N. Y., American Sports Publishing Co., [1909.] c. 199 p. il. S. (Spalding's athletic lib.) pap., 10 c.

**Sperle, C: H.** Correct chicken culture: license for a one-man plant, \$100; a town monopoly (*sic*) on fresh killed chickens and fresh eggs secured by patent and copyrights. Somerville, N. J., Charles H. Sperle, [1909.] c. 20 p. il. double plan, O. pap., gratis.

Charles Sperle is inventor and sole owner of the "incubator brooder," patented in 1904. This pamphlet explains how it is used and gives specifications of how much land, how much help and how much law and method are needed to make money out of chickens.

**Spinoza, Barach, [or Benedict.]** Spinoza's "Short Treatise" on God, man and human welfare; tr. from the Dutch by Lydia Gillingham Robinson. Chic., Open Court Publishing Co., 1909. c. 24+178 p. por. O. cl., \$1.25 net; pap., 50 c.

"The short treatise," as it is commonly called, is the key to Spinoza's masterpiece "The ethics," and provides an admirable introduction to the study of his philosophy. Like all sketches, it gives the point of view from which the greater work developed and prepares in a simple and informal manner for an understanding of the methods and terms employed in the more important themes, worked out by Spinoza in a somewhat ponderous mathematical style in his greatest work, "The ethics," published after his early death, as a legacy to the world.

**Stabb, J:** Some old Devon churches; their rood screens, pulpits, fonts, etc.; with 126 il. from photographs by the author. [N. Y., Scribner, imported, 1909.] 11+150 p. pls. O. cl., \$3 net.

The author has made extensive researches for information concerning the old churches of Devonshire and has himself taken all the photographs reproduced. All the churches mentioned have been visited from five centers: Torquay, Kingsbridge, Barnstaple, Tavistock, and Exeter. During recent years many churches have been restored and altered. Mr. Stabb thinks there is no other work of this kind to be had at present. If it is welcomed he is prepared to make another volume covering another hundred churches.

**Stead, W: T:** How I know that the dead return: an account of the remarkable personal experiences of the author which dispelled all doubt in his mind as to the reality of the future life. Bost., Ball Publishing Co., 1909. c. 50 p. D. cl., \$75 c. net.

The author, editor of English *The Review of Reviews*, claims that his hand is guided by spirits, and that he is able to bring to the living messages from the dead, often writing of things unknown to himself but known to those who wish to communicate with their departed friends. Many instances are described in detail.

**Stevenson, Burton Egbert.** The quest for the rose of Sharon. Bost., L. C. Page & Co., 1909. c. '06. 207 p. pls. D. cl., \$1.25.

A disagreeable old grandaunt offers to help her niece and two children left destitute by the father's death if the mother will consent to sell her home and be separated from her children. Meeting with a decided refusal, the old lady leaves them to their own ways. Fortune favors them and they manage to live and keep their home. Eight years afterward the grandaunt dies leaving them her fortune under a condition, that they find her stocks and bonds within a month after her death. The only clue given them is that they are hidden near "the rose of Sharon." The mystery is only penetrated in the last hour of the last day.

**Stratemeyer, E:.** ["Captain Ralph Bonehill," "Arthur M. Winfield," *pseud.*] For the liberty of Texas; il. by L: Meynelle. Bost., Lothrop, Lee & Shepard Co., [1909.] c. 298 p. 12°, (Mexican war ser.) cl., \$1.25.

**Stratemeyer, E:.** ["Captain Ralph Bonehill," "Arthur M. Winfield," *pseud.*] Under Scott in Mexico; il. by J. J. Mora. Bost., Lothrop, Lee & Shepard Co., [1909.] c. 6+11-287 p. 12°, (Mexican war ser.) cl., \$1.25.

**Stratemeyer, E:.** ["Captain Ralph Bonehill," "Arthur M. Winfield," *pseud.*] With Taylor on the Rio Grande; il. by J. W. Kennedy. Bost., Lothrop, Lee & Shepard Co., [1909.] c. 287 p. 12°, (Mexican war ser.) cl., \$1.25.

**Stubbs, Bp. W:** Germany in the later Middle Ages, 1200-1500; ed. by Arthur Hassall. N. Y., Longmans, Green & Co., 1909. 12+255 p. maps, 8°, cl., \$2.25 net.

The second volume of lectures on the Middle Ages, delivered when Bishop Stubbs was Regius professor of modern history at Oxford. The first volume appeared under title, "Germany in the early Middle Ages, 476-1250," see Annual American Catalog, 1908. These lectures were delivered more than a quarter of a century ago, and it is to be regretted that the editor did not add a summary of fundamental changes in the German Constitution founded on the results of historical research since they were delivered to Oxford students.

**Swinburne, Algernon C:** Three plays of Shakespeare. N. Y., Harper, 1909. c. 17+84 p. 16°, (Harper's lib. of living thought.) cl., \$75 c. net.

Contents: King Lear; Othello; King Richard II.

**Swing, Peter F.** What is life. [Cin., Peter F. Swing,] 1909. c. 36 p. S. pap. (Not for sale.)

The author is at present presiding judge of the Circuit Court of the First Judicial Circuit of Ohio. He states his conviction, in a concise, dogmatic way, that the first and only cause of life, therefore, in a scientific sense, life itself, is heat, of which heat, light, electricity and magnetism are merely manifestations in different forms to our separate senses of the same force. He points out that the earthquake at Messina, the colliding of the "Republic" and the "Florida," the wireless telegraphy that brought suc-



cor were all produced by the same force—heat or electricity. The French Consul at Cincinnati has translated his paper and it is now awaiting the verdict of the Institutes of France.

**Thomson, Ja.** The complete poetical works of James Thomson; ed., with notes, by J. Logie Robertson. Oxford ed. [N. Y., Oxford University Press, (Amer. Branch,)] 1908, [1909.] 23+516 p. por. D. cl., 75 c.

Editor, who writes often under the pseudonym of "Hugh Haliburton," has already edited and published Thomson's "Seasons" and "The castle of indolence." He is first English master of Edinburgh Ladies' College.

**Tolstoi, Count Lyoff Nikolaievich.** The teaching of Jesus; tr. by L. and G. Maude. N. Y., Harper, 1909. c. 8+120 p. 16°, (Harper's lib. of living thought.) cl., \*\*75 c. net.

**Trevena, J. Heather.** N. Y., Moffat, Yard & Co., 1908, [1909.] 8+477 p. D. cl., \$1.50.

The second volume in the trilogy which began with "Furze the Cruel." In that the author, who lives a bachelor life in Dartmoor, explained that everywhere in Dartmoor are "furze" representing cruelty, "heather," representing endurance, and "granite," representing strength. Mr. Trevena, who has been compared to Hardy and Zola, has never read any modern fiction, but he has studied the Dartmoor peasants with great insight. There is but little plot, but every line is full of subtlest physiology, psychology and knowledge of human nature and the great factor of sex.

**United States. War Dept.** Roster of the organized militia of the United States, by divisions, brigades, regiments, companies, and other organizations, with their stations, Feb. 28, 1909. [Wash., D. C., United States, Office of the Superintendent of Documents,] 1909. 80 p. 8°. (Add. Superintendent for price.)

**Vedder, H. Clay.** Church history handbooks. Bk. 3, Modern church history, from the Reformation to the close of the nineteenth century. Phil., American Baptist Publication Society, [1909.] c. 185 p. D. hf. cl., \*\*40 c. net.

**Walker, Sydney Ferris.** Steam boilers, engines and turbines. N. Y., D. Van Nostrand Co., 1908, [1909.] 18+410 p. il. tabs., pls. 8°, \$3.50 net.

**Watson, Mrs. Annah Walker Robinson.** The victory. Memphis, Tenn., Mrs. Annah Robinson Watson, 132 Montgomery St., 1909. c. 69 p. pls. sq. O. pap., \$1.50.

Poems dealing with religious themes from the beginnings in the Garden of Eden to the consummation on the Mount of the Ascension. The distinctive feature of the book is the reproduction of well known paintings in photogravure mounted on stiff paper. The book appears in soft lavender cover with design in gold, gotten out as a gift-book.

**Watson, J. M.** Aristotle's criticisms of Plato. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 88 p. O. pap., \$1.

Author died in 1903. After some hesitation it was decided to print, in honor of gifted writer.

**Wells, C.;** ["H. L. Howard," *pseud.*] Joseph and his brethren: a dramatic poem; with an introd. by Algernon C. Swinburne, and a note by Theodore Watts-Dunton. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 58-230 p. S. (World's classics.) cl., 35 c.

First published under pseudonym H. L. Howard in

1824. The issue with Swinburne's notes first appeared 1876.

**Wells, Webster.** Key to Wells's First course in algebra; solutions by Rob. L. Short. Bost., Heath, 1909. c. 236 p. 12°, cl., \$2.

**Werner-Spanhoofd, Arnold.** Erstes lesebuch: a German reader for beginners in high school or academy. Bost., Heath, 1909. c. 13+194 p. D. (Heath's modern language ser.) cl., 75 c.

**Wertebaker, C. P.** Plan of organization for suppression of smallpox in communities not provided with an organized board of health. [Wash., D. C., United States, Office of the Superintendent of Documents,] 1909. 23 p. 8°. (Add. Superintendent for price.)

**Williamson, C.;** Norris and Mrs. Alice Muriel Livingston. Set in silver. N. Y., Doubleday, Page & Co., 1909. c. 3-445 p. D. cl., \$1.50.

The story opens with Audrie Brendon, pretty, twenty-one, and a teacher of singing in Madame de Malunet's finishing school, setting out for England to pose as the real Ellaline Lethbridge before the latter's guardian, Lionel Pendragon, who has never seen his charge and who has come all the way from Bengal to intercept, unconsciously, her impending elopement. It was a beautifully laid plan to deceive him, but the Mock Dragon proves a most attractive Britisher after all, and it wasn't very hard for him to induce Audrie to become one of his party on an eight weeks' motor tour through the highways and byways of old England. Especially when the real Ellaline could, meanwhile, be pursuing her lover's plans!

**Wilson, Sir T.;** Wilson's Arte of rhetorique, 1560; ed. by G. H. Mair. [N. Y., Oxford University Press, (Amer. Branch,)] 1909. 34+236 p. D. (Tudor and Stuart lib.) limp bds., \$1.75.

**Wise, T. A., and Rhodes, Harrison Garfield.** A gentleman from Mississippi: a novel founded on the popular play of the same title produced under the management of W. A. Brady and Jos. R. Grismer. N. Y., J. S. Ogilvie Publishing Co., [1909.] 189 p. pls. D. cl., \*50 c. net.

Deals, as the play does, with Washington politics.

**Wright, Horace Winslow.** Birds of the Boston Public Garden: a study in migration; with an introd. by Bradford Torrey and illustrations. Bost., Houghton Mifflin Co., 1909. c. 20+238 p. D. cl., \*\*\$1 net.

A full and interesting account of the birds observed by the author on the Boston Public Garden and Common during the years 1900-1908, with special reference to the migrations. The list numbers 116 species. Mr. Wright is well known among ornithologists and bird lovers as a careful and experienced observer, and his book is not only interesting as showing the extraordinary numbers and variety of birds to be found in a small city park but valuable for the light it throws on some problems of bird migration.

**Yorke, Curtis,** [*pseud.* for Mrs. Susan Richmond Lee.] Mollie Deverill. Bost., Dana Estes & Co., [1909.] c. 308 p. front. D. cl., \$1.50.

An English love story. At seventeen Mollie Deverill, to please her father, marries Dorian Deverill, the son of a baronet, already thirty-seven years old, with a determined, unmarried sister, who strongly influences the plot. Mollie is mischievous and irresponsible and it takes some time before she adjusts her life and character to meet her husband's wishes. The details of this adjustment and Mollie's final happiness make a lively romance.



# The Publishers' Weekly.

FOUNDED BY F. LEYPOLDT.

MAY 15, 1909.

The editor does not hold himself responsible for the views expressed in contributed articles or communications.

All matter for advertising pages should reach this office not later than Wednesday noon, to insure insertion in the same week's issue.

Publishers are requested to furnish title-page proofs and advance information of books forthcoming, both for entry in the lists and for descriptive mention. An early copy of each book published should be forwarded, as it is of the utmost importance that the entries of books be made as promptly and as perfectly as possible. In many cases booksellers and librarians depend on the PUBLISHERS' WEEKLY solely for their information and guidance in buying books. The Record of New Publications of the PUBLISHERS' WEEKLY is the material of the "American Catalog," and so forms the basis of booktrade bibliography in the United States.

*"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."*—LORD BACON.

## THE BOOKSELLERS' CONVENTION.

SINCE the start of the American Booksellers' Association with the beginning of the twentieth century there has never been so good a meeting or one which means so much for the future as that held in New York this week. It is interesting to note that the organization faces the tenth year of its existence with increasing strength of membership and more definite and determined purposes than ever before. It is also interesting to note that the present era is exactly a generation later than the formation of the American Booktrade Association, succeeding the American Booktrade Union in 1875, a third of a century having passed. The one surprising thing is that for so long a lapse of time the retail booktrade should have been both in an unorganized and disorganized condition.

One of the striking features of the present convention was the fact that desultory and often aimless discussion has given place to a definite programme with subjects, papers and discussions of definite field and distinct purpose. Those who listened to the papers should go back to their stores better booksellers than before, and the interchange of experience and thought which followed each paper was of vital interest and definite value.

These papers are given in full in this issue of THE PUBLISHERS' WEEKLY, and those who could not listen to them by ear should master them by eye.\* They should realize, however, that reading THE PUBLISHERS' WEEKLY, however excellent a virtue, is no substitute for being present at the convention and taking part, by mouth or ear, in the meetings.

The resolutions have the ring of stout common sense and staunch purpose, and they undoubtedly represent, as they allege, practically the unanimous sentiment of the retail booktrade. They should receive the most serious attention alike from publishers, jobbers and retailers. It is believed that the direct business agreement made in the proposed letter between individual publisher and individual bookseller is not contrary to law and offers a legal solution of booktrade problems. The resolutions make specific mention of houses which have adhered to the highest standard in maintaining fixed prices, and while this may not imply that other publishers have not kept the faith, it is a hint to all publishers, large and small, to make the record as satisfactory to the retail dealer. The whole proceedings offer much food for thought and reflection, and should have immediate and permanent influence on trade conditions.

A FOREIGN view of the new copyright code was given in the German Reichstag on May 13, in connection with a discussion of the proposed Berne Conference by a radical member who characterized it "as the craziest potpourri of modern ideas and petty peanut protectionism that can be imagined." This will give comfort to the critics of the new copyright code and is not without semblance of justification, from the point of view of those who believe that copyright is first of all for the protection of literary property, and that property rights should not be subordinated to questions of typesetting. But it should not be forgotten by our foreign critics that, notwithstanding the manufacturing clause as to books and the licensed books as to "canned" music, which probably Dr. Müller had in mind, and the failure of the United States to accept the term of "life and fifty years," which is likely to become universal, great advances have been made in our new copyright code, not least with reference to the works of continental authors. These are placed, so far as the original text is concerned, on the broadest possible basis, and it is only a half view which fails to recognize this important fact.

## NINTH CONVENTION OF THE AMERICAN BOOKSELLERS' ASSOCIATION.

THE ninth convention of the American Booksellers' Association, held on May 11 and 12 at the Hotel Victoria, New York City, was an unqualified success. The weather was fine, the attendance was satisfactory as to numbers and dignified and earnest in temper, and the programme a helpful one and promptly carried out. At 10:30 on May 11 the president, Walter L. Butler, called the meeting to order in the following address:

### PRESIDENT'S ADDRESS.

The past year has been a busy one in many ways, but, I am glad to say, not altogether barren of results. Your officers and committees found at the outset that we were "up against" a hard proposition. Many of the publishers thought the booksellers had asked for too much, or that they did not do enough for themselves, or that conditions as stated were exaggerated. This made it necessary that such publishers should be convinced, if possible, of the fairness of the booksellers' requests and the truth of their statements. After carefully considering the situation in every light, it was agreed that, for the present, all efforts should be devoted towards gaining the three most important points outlined in the resolutions adopted at our conventions of last year, and in 1907. These were condensed, I might say, into what might be called our "fighting platform" as follows:

1. That all books published in future be at a fixed price, with postage additional.
2. That a minimum discount be allowed from the fixed selling price of  $33\frac{1}{3}$  per cent.
3. That all books in future shall be sold by publisher under contract as to maintenance of price, and maintenance of the same contract being obligatory between the jobber and retailer. The jobber being held responsible in the matter of underselling to libraries as is the publisher.

This also was further condensed into the alliterative slogan, "proper price, proper profit and proper protection."

There are other points which need adjusting besides those contained in the above, but the matters covered in this condensed platform seem to be the root of most of the troubles of the booksellers, and of the greatest importance to the largest number, and so efforts were concentrated along these lines.

Early in the summer, the dissolution of the American Publishers' Association was threatened, and some earnest work was done by your officers and committees in the line of personal visits to the publishers and representing to them the wisdom, in fact the necessity, of continuing their organization. This crisis was adjusted, I am glad to say, and the association was continued with the exception of a few members who, for obvious reasons, withdrew. By autumn, matters had so far progressed that a conference between

publishers and booksellers was deemed advisable, and some of the booksellers, working individually, arranged to meet some of the publishers, individually, and to have a "heart-to-heart" talk. The conference was held on January 12, 1909, concerning which a full report will be made later by the proper committee.

As a direct result of this conference, some publishing firms—all too few—during the year, put all their new books on a fixed-price basis. A few have extended materially the list of fixed-price books. One has tried the experiment of a "protected" price of \$1.20, and another has offered increased discount for early stock orders. These firms are entitled to our full appreciation for what they have done, and to our full support, as far as they have gone. I think I am safe in saying that the returns are not all in yet, and that other publishers will follow the lead already given them in allowing more advantageous terms to the trade.

Our association is in good condition, as you will note from the treasurer's report. We have had no litigation, or expenses for same.

We need more active co-operation from many of our members who, up to date, have been only passive—with us in "faith" but not in "works." Every bookseller in this country, no matter how small his business, has a certain influence that should be asserted for the benefit of the booktrade in general. We have been criticised by some members during the year for the methods followed by the association, but, unfortunately, those making the criticism have not suggested any better plan of work or a more effective method of carrying on same.

In closing my term as president, I want to express to the members my appreciation of the honor they conferred upon me, and my warmest thanks to the various committees and members who have so cordially supported me during the year. Particularly do I want to express my appreciation to Mr. W. B. Clarke and Mr. Luther Cary for their never-failing readiness to take hold and help things along; to the secretary, Mr. Fifield; the treasurer, Mr. Hanford; and, in fact, to all of the members with whom I have come personally in touch during the year. The support has been hearty and sincere, and, without it, such progress as we have made could not have been achieved. Mr. Victor M. Schenck has proven the right man in the right place, and prepared for us a programme which I am sure all who attend our sessions will heartily approve. Mr. Charles A. Burkhardt and his Committee on Banquet have, as usual, carried out plans for what will undoubtedly be a most successful banquet, followed by a "feast of reason and a flow of soul."

Of all this support, I am indeed appreciative and very grateful.



The following answered the roll call:

Edward S. Adams, representing Robert Adams, Fall River, Mass.  
 Frederick G. Allen, Auburn, N. Y.  
 John R. Anderson, New York City.  
 F. S. Bailey, of Bailey & Sackett, Syracuse, N. Y.  
 Victor M. Bissell, representing Eau Claire Book & Stationery Co., Eau Claire, Wis.  
 George Blatchford, Pittsfield, Mass.  
 George W. Brazer, with Presbyterian Board of Publication, New York City.  
 J. A. Broatch, Middletown, Conn.  
 Frank Bruce, representing Houghton Mifflin Co.  
 Charles A. Burkhardt, with E. P. Dutton & Company, New York City.  
 Walter L. Butler, of E. S. R. Butler & Son, Wilmington, Del.  
 Henry G. Carpenter, Ithaca, N. Y.  
 H. Calkins, Jr., New York City.  
 Luther H. Cary, with The Pilgrim Press, Boston, Mass.  
 W. H. Cathcart, with The Burrows Brothers Company, Cleveland, Ohio.  
 E. O. Chapman, of *Bookseller, Newsdealer and Stationer*.  
 Bates E. Clarke, with Beecher, Kymer & Patterson, Kalamazoo.  
 William B. Clarke, of The Wm. B. Clarke Company, Boston, Mass.  
 Seely Conover, Amsterdam, N. Y.  
 H. R. Denison, with The Edward P. Judd Company, New Haven, Conn.  
 John H. Dingman, of Charles Scribner's Sons, New York City.  
 F. C. Dodd, with Dodd, Mead & Company, New York City.  
 B. W. Dodge, of B. W. Dodge & Company, New York City.  
 H. B. Earl, New York City.  
 Albert B. Fifield, of The Edward P. Judd Company, New Haven, Conn.  
 H. W. Fisher, of H. W. Fisher & Company, Philadelphia, Pa.  
 W. Y. Foote, Syracuse, N. Y.  
 Miss Grace E. Going, with American Booksellers' Association, New York City.  
 Harry Gregory, Providence, R. I.  
 A. Growoll, of THE PUBLISHERS' WEEKLY, New York City.  
 E. Byrne Hackett, with The Baker & Taylor Company, New York City.  
 Fred. Hafely, New York City.  
 E. T. Hanford, of Hanford & Horton Company, Middletown, N. Y.  
 A. Harcourt, with Henry Holt & Company, New York City.  
 Eugene L. Herr, of L. B. Herr & Son, Lancaster, Pa.  
 J. A. Holden of THE PUBLISHERS' WEEKLY, New York City.  
 John Hovendon, of THE PUBLISHERS' WEEKLY, New York City.  
 Henry S. Hutchinson, New Bedford, Mass.  
 Horace H. Jackson, Bridgeport, Conn.  
 Davis L. James, Cincinnati, Ohio.  
 C. C. Kahlert, of *The Chicago Evening Post*.  
 John E. Kearney, of Brentano's, New York City.

Edward C. Ketcham, with The Bobbs-Merrill Company, Indianapolis, Ind.  
 A. B. Lawson, with Thomas Whittaker, New York City.  
 Henry Lee Mason, Jr., J. R. Weldin & Company, Pittsburgh, Pa.  
 J. W. Legallez, of George W. Jacobs & Company, Philadelphia, Pa.  
 A. T. Leon, of Cupples & Leon, New York City.  
 J. M. Lewin, with Doubleday, Page & Company.  
 Walter S. Lewis, with Strawbridge & Clothier, Philadelphia, Pa.  
 C. B. Lichtenstein, with American Tissot Society, New York City.  
 Ward Macauley, with Little, Brown & Co., Boston, Mass.  
 C. W. McKeon, of Excelsior Publishing Company, New York City.  
 Edward Madison, of The Edward Madison Company, Montclair, N. J.  
 Henry Malkan, New York City.  
 F. H. Marling, with Charles Scribner's Sons, New York City.  
 Miss S. A. Milchsack, with The Moravian Bookstore, Bethlehem, Pa.  
 Miss Belle C. Morris, with The Edward Malley Company, New Haven, Conn.  
 F. D. J. Nunan, with L. C. Page & Company, Boston, Mass.  
 J. E. Nunn, of Nunn & Company, Baltimore, Md.  
 D. W. Nye, New York City.  
 H. V. Patterson, with Harper & Brothers.  
 Teolin Pillot, Houston, Texas.  
 Mrs. Frances B. Richards, New York City.  
 William Rickey, with B. W. Dodge & Company, New York City.  
 J. T. Robinson, of George W. Jacobs & Company, Philadelphia, Pa.  
 E. W. Rupprecht, with Doubleday, Page & Company.  
 Clarence W. Sanders, with St. Paul Book & Stationery Co., St. Paul, Minn.  
 Henry Saunders, Oneonta, N. Y.  
 V. M. Schenck, with Johnson's Bookstore, Springfield, Mass.  
 R. J. Schofield, of Excelsior Publishing Company, New York City.  
 A. G. Seiler, New York City.  
 R. E. Sherwood, New York City.  
 Charles C. Shoemaker, The Penn Publishing Company, Philadelphia, Pa.  
 R. K. Smith, with A. C. McClurg & Company, Chicago, Ill.  
 John Sterling, Watertown, N. Y.  
 R. C. Stolle, New York City.  
 George Sully, with Little, Brown & Co., Boston, Mass.  
 F. C. J. Tessaro, New York City.  
 J. L. Thompson, with Charles Scribner's Sons, New York City.  
 Louis E. Turk, New York City.  
 K. N. Washburn, with G. & C. Merriam Co., Springfield, Mass.  
 Alex. Wasserman, New York City.  
 A. C. Walker, of Scrantom, Wetmore & Company, Rochester, N. Y.  
 A. Wessels, of A. Wessels Company, New York City.

R. H. Wilson, of The McDevitt-Wilson Book Shop, New York City.

Clarence E. Wolcott, Syracuse, N. Y.

Joseph O. Young, with Boggs & Buhl, Pittsburgh, Pa.

The reading of the minutes having been considered unnecessary because they had been distributed to the members in printed form, the next business was the reading of the

#### SECRETARY'S REPORT.

To outsiders, and, possibly, to some members, the American Booksellers' Association is primarily a yearly gathering to read papers, exchange ideas and enjoy a notable banquet. The early officers of the association could testify to constant and strenuous labor between these pleasant banquets to hold the association together, fight the legal battles into which it was drawn, and keep the treasury supplied with the sinews of war. Fortunately, we have passed that period and are now strong and vigorous, free from debt, and prepared to grapple with the problems which have risen, or been continued, in the bookseller's profession. To the officers and committees, the year has been one full of activity and labor, rendered imperative by conditions which are known to everyone here present, and which are attracting the attention of the public, as shown by such brief but incisive articles as have recently appeared in the *Atlantic Monthly*, *Leslie's Weekly*, and other periodicals. The writers of these articles deplore the passing of the true bookstore in the average American town of even a hundred thousand inhabitants. It is no secret, therefore, that the very existence of the retail bookstore is threatened.

It is safe to say that the great majority of booksellers is agreed that the remedy for the present situation is fixed prices, living discounts, and protection from unfair competition. If fixed prices are good for biography and travel and text-books, why are they considered bad for fiction and juveniles? If it costs 25 per cent. to carry on business, why should books be sold at a profit of 15 per cent.? If a bookseller takes the risk of carrying a general line of books, why should the publisher, or jobber, or cut-rate dealer, undersell him in his own territory? An agreement between individual publishers and booksellers seems to be the only method of establishing and maintaining the conditions under which the retail book business may be safely and profitably conducted. For some of the evils which afflict the book business, booksellers themselves are to blame. For instance, we have often dropped prices to the lowest possible point allowed by our trade agreements and made it necessary to sell all kinds of merchandise in order to offset the loss on books.

Whether or not the policy of the association in having held all of its annual meetings in New York is a wise one, it is a fact that the occasional requests that some other place of meeting be considered have increased to such a volume that they should be seriously considered. Probably a majority of the regu-

lar attendants of the conventions believe that the largest number of persons directly or indirectly connected with the book business can be gathered in the metropolis. It is true, however, that interest and enthusiasm are not confined to the East, and requests for the pleasure of our society are flowing in from western sources, including California. In reply to two letters from that land of eternal summer and occasional earthquakes, the secretary ventured to suggest that the formation of a western branch of the association might be feasible.

We have now grown to such numbers in nominal membership that the transfer of a portion representing a certain section of the country to an affiliated body would be a source of strength rather than of weakness. Such a movement should, of course, originate with the members from that section and the suggestion should not be applied unless the present policy of the association seems likely to be perpetuated, in which case no considerable part of the booktrade in the far West will ever be represented at our meetings.

Our nominal membership, just referred to, has some disadvantages. In our last report the list of members adds up to about 600. It is time this list was revised, not solely because it gives a false impression to promotion committees who are on the lookout for conventions, but because the association has reached the stage of growth where it can afford to carry a bona fide membership list. This need not be limited to regular attendants, but may properly include a considerable number of correspondening members who give evidence of their interest by replying to letters, paying dues, and showing in any tangible way appreciation of the efforts made by the active members of the association to bring about improvements in the condition of the trade, of which every bookseller in the country shall reap the benefit. This task of revision should be done with skill and wisely, which will require much deliberation and correspondence. It might properly be undertaken by the standing Committee on Membership appointed for the coming year, the results to be submitted to the next convention and approved after giving an opportunity for amendment or correction.

The programme for this meeting has been prepared with great care and thought, and will commend itself to the members for its variety and general excellence.

The arrangements for the banquet have been made by the same party who has served us so admirably in the past that the association has constantly refused to release him from his arduous labors, although it has given him as this year able assistants.

The reports of the standing committees will give ample evidence of their activity.

The report of this ninth annual meeting, when spread upon the records, will be a credit to the association and an incentive to further effort in behalf of those objects for which the association was formed.

Respectfully submitted,

ALBERT B. FIFIELD, Secretary.

May 11, 1909.



## SECRETARY'S FINANCIAL REPORT, MAY 12, 1909.

## Receipts.

Balance in cash box May 19th, 1908....	\$14.65
Received from Treasurer:	
On account of cash box.....	\$600.00
On account of office rent.....	255.00
On account of 1908 official report	320.44
	<u>1,175.44</u>

\$1,190.09

## Disbursements.

1908 Official Report:	
Printing and binding..	\$158.44
Commission on advertising.....	130.00
H. Calkins for travelling expenses to Boston and Philadelphia to secure advertising contracts for 1908 Report.....	32.00
	<u>\$320.44</u>
Office rental.....	255.00
Cash Box:	
Balance in cash box, May 19th, 1908.....	\$14.65
Received from Treasurer by check.....	600.00
	<u>\$614.65</u>
Expenditures:	
Grace E. Going, manager, salary for 51 weeks at \$6 per week....	\$306.00
Stationery and printing..	150.67
Postage .....	106.33
Expressage .....	3.70
Exchange on checks .....	2.60
Typewriter repairs .....	8.85
Copy of 1908 Booksellers' Directory .....	4.50
Moving of furniture from Room 82 to Room 104....	2.50
1909 convention badges .....	10.50
Incidentals, including telephone messages, fees for money orders, etc....	3.97
	<u>\$599.62</u>
	<u>\$599.62</u>
	<u>\$1,175.06</u>
	<u>\$15.03</u>

Balance in cash box May 12th, 1909.... \$15.03

## TREASURER'S REPORT.

The following report was submitted by E. T. Hanford, the treasurer of the Association:

I submit the following report of the operations of your Treasurer for the current year—May 19, 1908, to May 12, 1909.

## RECEIPTS.

Cash Balance on hand at last Report.....	\$374.48
Receipts since:	
From 1907 membership dues:	
1 member at \$5.00.....	\$5.00
From 1908 membership dues paid after the Convention:	
36 members at \$5.00.....	180.00
From 1909 membership dues to date:	
164 members at \$5.00....	\$820.00
1 member at 2.00....	2.00
	<u>822.00</u>
Profit on Eighth Annual Banquet.	45.50
Proceedings from advertising in 1908 Official Report.....	520.00
	<u>\$1,572.50</u>

\$1,946.98

## DISBURSEMENTS.

Rental of office:	
3 months at \$25.00.....	\$75.00
9 months at 20.00.....	180.00
	<u>\$255.00</u>

Office expense, including salary, postage, stationery, etc.....	600.00
Expense of publishing 1908 Official Report:	
Printing and binding 1500 copies.....	\$158.44
Commission.....	130.00
H. Calkins' travelling expenses to Boston and Philadelphia to secure advertising contracts..	32.00
	<u>320.44</u>

\$1,175.44

Balance in bank, May 12, 1909.. 771.54 \$1,946.98  
All bills paid and no outstanding obligations.  
MAY 12, 1909.

W. B. Clarke, chairman of the Executive Committee, then read the following report, which is given practically in full with the omission of the correspondence:

## REPORT OF THE EXECUTIVE COMMITTEE.

According to custom, you are expecting a report from the Executive Committee, and another report from the Committee on Relations with Publishers. In consequence, however, of existing circumstances, it does not seem possible to accomplish this, except at the expense of time and duplication of matter. I have, therefore, ventured to combine with these reports the report of what was done personally, when at a critical stage in the affairs of the Association it became necessary to take quick action, deposing temporarily the president, the chairman of the Executive Committee and the chairman of the Committee on Relations with Publishers, throwing the American Booksellers' Association to the winds, and assuming authority as an individual representing all the booksellers, and calling to my assistance Mr. Luther H. Cary, who is not a member of our Association, although manager of the Congregational Society of Boston and Chicago.

With this preliminary explanation, I will give a resumé of what has been done during the year, in the line of work properly belonging to the two committees already referred to.

The first trouble developed on July 6th, when the following telegram was received in Boston: "Can you meet me New York our headquarters Tuesday morning. Urgent. Dissolution Publishers' Association imminent. W. L. Butler." This was received at noon. I had fifteen minutes in which to notify Mr. Butler that I would meet him, catch a train home, pack a bag, and catch an express train for New York, where I arrived late in the evening, rejoicing in the opportunity of taking a dose of New York at its hottest. Mr. Butler, Mr. Fifield and myself met at the rooms of the Association the next day, and we devoted our energies to calling upon the leading publishers, urging them to hold the fort. We thought that a dissolution at that time would be most disastrous. In the evening we met informally a number of members of the Booksellers of New York association, and they unanimously endorsed our efforts. Later, the leading Boston publishers were interviewed upon the same subject and along the same lines. The upheaval was caused by the neces-

sary withdrawal of the publishers interested in school books. A decision upon the part of the remainder to continue as a social organization resulted. Our efforts were apparently successful. On July 8 there was issued a circular signed by the president and secretary, urging effort upon the part of all dealers. On July 10 there was issued a letter to the publishers signed by the president, secretary and members of the Committee on Relation with Publishers. Under date of July 10 Mr. Frank H. Dodd, as president of the A. P. A., issued an "open letter," refuting the lies which had been published broadcast, apparently at the instigation of the undersellers. This letter was noticed widely by the press, and so seriously did the New York *Evening Post* look upon the situation, that they issued a leaflet called "The Peril of the Bookstore." On August 10, a letter signed by the president, secretary and members of the Committee on Relations with Publishers was issued to the publishers.

In August, still further symptoms, indicating an upheaval in the A. P. A. caused your representatives some alarm. Steps were taken looking toward a conference with publishers in reference to definite action on their part, in recognition of the publicly and privately-expressed desires on the part of the retail dealers, and on September 8 a letter was sent requesting all booksellers to write to publishers urging the non-dissolution of the A. P. A. This letter was signed by the president, secretary and members of the Executive Committee.

In the meantime special efforts were made to get the different booksellers, so far as we could reach them, to get in touch with other booksellers, to make their fall purchases based upon the lowest price given to dealers in any section of the country. Conditions being still unsatisfactory, on October 12 a letter was addressed to Mr. Frank H. Dodd, president of the American Publishers' Association, by the chairman of the Committee on Relations with Publishers. . . .

In order that we might be as strongly fortified as possible, as to the sentiments of the booksellers and the buying strength back of us, we decided to issue a letter which was not sent until late enough in December to reach the dealers as soon as the Christmas business was over, various communications sent earlier having failed to attract attention. The replies were most helpful.

We were a little handicapped in our efforts by the illness of Mr. Fifield, but worried along as best we could.

In the meanwhile, Mr. Butler spent a day in Boston, and we interviewed the publishers there. We also went over every particle of correspondence which had been issued or received up to that time. After long and careful consideration, it seemed to be wise to attempt the conference with publishers early in January. . . .

Mr. Butler, Mr. Walker and myself, as wandering booksellers, without habitation or home, officially, drifted into New York and met together on the evening of January 11, 1909. We found awaiting us a most

remarkable collection of letters from booksellers in every part of the country, many of whom we had not supposed to be in sympathy with us. A more loyal and helpful lot of letters with "stuffing" in them, and with the right thing said at the right time, never was collected when more needed. They covered the country from Bangor, Maine, to Portland, Oregon, down the Pacific Coast to California, across all the intermediate country, back to the Atlantic Ocean, and down to the Northern Gulf States, and represented an annual purchasing power of a million and a quarter dollars' worth of books. Since then, an aggregation of dealers with an annual purchasing power of two million dollars has said that they are ready to retire from business unless our requests are granted. There was but one keynote, and that was, books at a fixed price, with postage additional, a minimum discount of one-third, and a contract controlling the sale of books to those dealers who would maintain their contracts.

We spent several hours digesting the letters, using the blue pencil in order to make them as brief as possible in the presentation of them later to the publishers.

On the morning of January 12, Mr. Cary arrived, and the plan of campaign was mapped out. Mr. Cary to open the meeting, and the writer [W. B. Clarke] to present the case as briefly as possible.

The luncheon, which was held in two rooms of the Aldine Association, went off most successfully, the publishers and retailers being mixed together until they couldn't tell one from the other. There was no discordant element, and when the tables were cleared, and adjournment made to one of the rooms, Mr. Cary filled his duties most efficiently. The presentation of the case met with most earnest attention and kindly reception on the part of the publishers.

Mr. Cary then informed the gentlemen that we had said our say, and that it was up to them. We had previously arranged that any question upon the matter of contract should be answered by Mr. Butler, and questions relating to the retail business by myself, and those in reference to manufacturing by Mr. Cary. The publishers acknowledged amazement at the condition of things, and expressed a strong desire to improve conditions, and promised so far as lay within their power a prompt remedy.

Occasionally the discussion wandered from the subject, and the speaker was held to the three points at issue by our able chairman. There were present 54 gentlemen, two-thirds perhaps of whom were publishers and the remainder booksellers, Mr. Growoll and Mr. Tessaro being included in the 54 present.

Whether any good has been accomplished or not remains for you gentlemen to decide. Our own opinion is that only a beginning has been made. The publishers are trying to do something in the way of fixed prices. One or two are notable in their efforts in this direction. They are not, however, entirely awakened to the necessity of a minimum discount of one-third, and they are paying little or no attention to the contract



idea. You gentlemen, on the other hand, have much yet to do. You are the buyers, and it is for you to say whether you will continue to sell your wares, when you know that there should be a profit and there isn't. That there should be a contract, and there isn't.

Incidentally, I wish to say that this is only a small portion of what your representatives have been doing during the year. The number of letters written has gone into the hundreds, to say nothing of articles in *THE PUBLISHERS' WEEKLY*, signed and unsigned. The number of letters of advice received has been very large, and together with the overwhelming lot received for use at the Conference, has greatly encouraged your officials, and we feel that the booktrade is really alive at last. The letters received, taken in combination, absolutely refute the misstatements of some publishers and some travelling salesmen as to the real condition and the real desires on the part of dealers.

Thanks are due to those gentlemen who have so kindly answered the numerous letters containing requests for advice, and to those others who have voluntarily offered suggestions which have been most helpful. Also to Mr. Tessaro, Mr. Burkhardt and Mr. C. E. Butler of Brentano's, who did so much to make the lunch a success.

There have been many of these suggestions with which your committee has been in hearty sympathy, but it seemed wiser to concentrate all our energies for the present upon, Fixed price plus postage; minimum discount of one-third; contract price securing a uniform price from publisher, jobber and retailer to the individual buyer, and a uniform discount from publisher, jobber and retailer to libraries. There is a strong feeling, however, that the jobber should confine his sales to dealers.

The reports having been adopted, the programme was then begun by the reading of the following paper:

## PROFITABLE ADJUNCTS OF THE RETAIL BOOKTRADE.

BY HENRY S. HUTCHINSON.

As I remarked to a New York publisher a number of years ago, "I can only hope to enjoy the *luxury* of selling books while the picture and music business continues profitable."

Before beginning my address I must apologize for many references to my own personal experience, as I have to treat this subject in a very personal manner—there seems to be no other way.

I shall assume that all booksellers are so situated that they can carry a line of stationery and blank books, as these seem to be the most natural adjuncts of the book business and the most satisfactory and profitable one.

Next I would consider a newsstand with monthly, weekly and daily periodicals where single issues are sold and subscriptions are taken. A live newsstand attracts many people to a store, especially strangers and visitors to the city, a class which we booksellers are most anxious to get in touch with; being a cash business done on a narrow margin it requires considerable care and a clerk of especial fitness—but with such a person it can be made a very satisfactory department.

We find it very convenient to use a National Cash Register at our newsstand, as it saves all waiting for change; in fact, we are using six in our store in addition to our cash carrier system, as customers making small purchases do not like to wait for their change. In this way we obtain a slight advantage over the department stores.

### MAGAZINE SUBSCRIPTIONS.

I have been learning something every season for the last twenty-six years about the subscription business, and I am beginning to feel that I am too slow to keep up with the "Dear Public" in this matter. I have found that I was wrong in so many of my ideas that I hesitate to speak on this subject; but with

my past experience and my present knowledge, which I have tried to correct up to date, we have decided on our present plan.

We take subscriptions for any periodical published, and deliver anywhere by mail, charging the regular price for single subscriptions; but we try to call each subscriber's attention to the clubbing offers made by the *Franklin Square Subscription Agency*, as our dealings with them the past year have been most satisfactory.

For years we have refused all offers from subscription agencies, watching the experiences of our friends with all the different ones as they come and go; but now we think we have found an agency with whom we can do business in a manner satisfactory to both ourselves and our customers, and we hope to add as many more subscribers to our list during the coming season as we have the past through pushing their offers.

Next I would consider the Circulating Library. As this subject is to be treated by another speaker, I will merely say that I have found it a very satisfactory department and would recommend it to any bookseller for his consideration. But would suggest the following:

Don't deliver the books.

Don't reserve the books.

Don't rent books for less than two cents a day, or a minimum charge of five cents. Perhaps I might repeat my statement in regard to rental of periodicals, which we have found to be satisfactory when it is followed up by a sure sale. We add to our Circulating Library each month on the day of publication from five to twenty-five copies of each of the more popular magazines, including among others several that retail for 10 and 15 cents each. We receive yearly subscriptions at a reduced price for these and mail the magazines to the subscriber after they have been

in circulation one month. We have been unable in the past to supply all the orders that we get under this plan.

Now, then, we in New Bedford sell "Vermont Maple Syrup." Our customers will tell you that if you want the real thing our store is the place to buy it.

I mention this to show that you cannot get so far away from books that you cannot handle goods at a profit as well as getting a lot of free advertising for doing the "unusual."

When you do go outside of your regular line always charge a good round profit; there is no object in handling a line of goods except at a profit, and when you take up a new line and put your reputation back of it charge accordingly.

A few years ago we put in a line of cut-glass bowls and sold barrels of them, simply because they were out of our line, and every dealer in cut glass in town was "knocking" us, which proved a good advertisement for us.

#### PUZZLES.

We put in a line of puzzles about every six months that sell at 5 and 10 cents each, and it is surprising how many we sell. When a hit in that line comes along we "plunge." When the "Pigs in Clover" puzzle was the rage I made a trip to New York especially to secure a supply, and we received a lot of free advertising for having a stock when the other dealers were unable to secure them. Just at this time we are selling the last of six hundred picture puzzles which retail at 10 cents each.

Every bookseller will fit it profitable, I think, to carry "seasonable goods." By these I mean valentines, Washington's birthday, St. Patrick's day, Easter novelties, May baskets and Hallowe'en goods, as well as Christmas and New Year cards.

You need not devote much space to them; but they all help to brighten up the store and to have "*something new all the time.*"

The most profitable outside line that we have handled the last two years has been a line of pictures and mottoes, etc., retailing from 10 to 25 cents each, some matted and others passepartout, made by M. T. Sheahan, of Boston.

When business is slack and without much life, I go into Sheahan's and can almost always find a line of goods that will stir up trade at once.

There seems to be no limit to the quantity of goods that you can sell when you hit it right, and when you find that you have the public going, give it to them—make window displays of the special item that you are selling, advertise and talk it to them.

In our picture framing shop slack times formerly came in the late spring and early summer, so we took up the manufacture of "Good Window Screens That Fit." We had the men and tools, and found we could easily get the business by going after it, and it has proven a good feature with us.

Souvenir post-cards of local views are another splendid feeder to a book business, as they attract all classes and especially tourists.

High grade cards with local views are sure to continue to be in demand.

The sale of jig saw puzzles, which, by the way, originated, I think, in New Bedford, is just at this time a good thing, as they appeal to the class of people who are studious. We have done very well both with the puzzles and with the pictures for making puzzles.

Thus far I have not touched my own particular fad, which is the sale of "Driftwood from Old Whaleships," for burning in open fireplaces, which we sell packed in barrels at \$5 a barrel. We have a list of customers that extends from Maine to California. We were drawn into the business through our efforts to accommodate our "summer customers," people who come from the larger cities for the delights of "Summer Days on Buzzard's Bay," and whom we try to make feel that, no matter what they want, they can get it at Hutchinson's. They often telephone and say we don't know where to get so and so, can you not get it for us? and we certainly can and do.

Summer before last among the orders we filled were orders for "Angel Cake" and macaroons, an orchestra for an impromptu dance, ice cream, a piano on rental for a rush order, etc.

Try and make your customers feel confidence in you, and feel that you are really anxious to accommodate them. They don't want you to do it for nothing, but they want to feel that any orders given you will be filled and at the time wanted.

Every one in your store will soon pride himself on his ability to do the unusual thing at short notice; even the bundle-boys don't object to rush orders when they understand about it.

When we had a telephone message from an excited housekeeper that the boy they had sent to New Bedford over an hour before for the New York papers had not returned, and Mr. — and his yacht were waiting to start on a cruise but wanted the papers before starting, and I told her I would have the papers on the launch at the wharf in fifteen minutes, our boy would have swam the river rather than miss getting there, after he understood the situation.

A picture department for the sale of framed and unframed pictures has proven in many cases a very satisfactory feeder to a book business as it appeals to the people who frequent book stores; but it is a line of goods which, under present conditions, is very "perishable." We have handled pictures for the past seventeen years, but as the success of the business depends so much on local conditions it is impossible for outsiders to size up the situation for you. Except if you are going to carry pictures either framed or unframed don't fail to buy a Multiplex Display Fixture, the greatest scheme ever brought out for displaying, protecting and selling pictures and economizing space all at the same time. A Multiplex Fixture makes it possible to classify the goods displayed, also to show framed as well as unframed pictures and samples of moulding, etc., all on the same fixture. I am in hopes soon to get



a small-sized Multiplex Fixture to stand on the counter to show blank books, memorandums, address books, etc.

In a corner of the new addition to our store, which is 20 x 50 feet, in a space 6 x 14 feet, we have a Multiplex Fixture with 1216 square feet of display surface, every foot available and all equally desirable—more than equal to a space eight feet high extending all the way around four sides of the room. This multiplex idea has great possibilities for all lines of business. We have used one for about five years, and last year bought a second one.

#### DENNISON'S CREPE AND TISSUE PAPERS.

When a line of goods becomes so attractive and the possibilities of it are so good that a periodical like the *Ladies' Home Journal* will mention it and publish an article covering nearly a page in their great Christ-

mas number explaining and picturing what can be done with it in home decoration, it behooves the dealer to follow up the demand so created. We have handled the Dennison line for many, many years, and have recently greatly enlarged it and given it the very finest position in our new addition *because* we can sell it to the people who come to our store, to the class of people to whom we cater, pays a good profit, and because there is almost no waste and the department can be made a most attractive feature of the store.

In this rambling talk I have spoken particularly of certain firms just as I do when I meet another bookseller and stationer and compare points with him, and I hope that you will feel that I have done right in so doing. I feel that they are entitled to credit, each of them, for the manner in which they do business and for the goods which they handle.

### SECOND SESSION.

After a discussion of Mr. Hutchinson's paper the Convention took a recess until 2 P.M. We regret that, owing to a very serious illness, involving an operation, of the stenographer, who took notes of the discussion, we shall be unable to include the minutes of the discussions of the various papers read. These, however, will be included in the offi-

cial report of the Convention which may be issued by the American Booksellers' Association in a week or two.

The second session of the Convention was called to order at 2:30 P.M., the president, W. L. Butler, in the chair. Promptly at that hour the following papers were read and discussed.

### METHOD IN BUYING BOOKS AND HANDLING SPECIAL ORDERS.

BY ALBERT C. WALKER, of Scrantom, Wetmore & Co.

The subject your Committee has given me to speak upon, "The Retail Book Trade—Its Possibilities," is a very broad one and I fear my ability to do justice to it, as my personal experience has been along the line of publishing for the last ten years, rather than of bookselling. Possibly a different viewpoint was desired and some suggestions from an outsider might be of some benefit. I have heard it said repeatedly that of distributing of books merely the surface has been scratched, and the possibility unlimited and unknown—how to plow more deeply is the question of vital interest to publisher and bookseller, and one which needs the constant study of both. In England editions up in the millions are not uncommon—of worthy books, too, not our cheap Bertha Clays, etc.—but, necessarily, these are very low priced—one penny and upwards. Several schemes along similar lines have been tried in this country, but not with great success as yet, and I am not sure that we want them, as the margin of profit to everyone on a low priced article must be extremely small, and perhaps only the very largest distributors could find any profit at all. But how shall we make sales of the better books—it is the books of worth that make readers and consequently book buyers, for the development from a reader to a book owner is a short step. We all know of the large, yes, the enormous sales of books sold by subscription, and why is it?

I can believe it can be mainly, if not entirely, attributed to the personal solicitation plan, the bringing to the attention of the possible buyer the books themselves—not the ad. or description. If this be true should not the regular bookseller reach out, at least in a measure, for this same trade and adopt similar tactics to secure it? Of course, subscription books are generally of a popular character—fiction, perhaps, or history, or biography—yet there are hundreds of books issued every year that thousands of people want, but don't know about, and would probably not buy unless brought to their direct notice, books appealing especially to Artists, Architects, Manufacturers of Textiles, etc., etc. I remember some years ago, when travelling with a line of samples, I had an expensive work on Old Furniture—Miss Singleton's "Furniture of Our Forefathers," I think it was. At my suggestion my sample was borrowed by several booksellers and shown to some special collectors of antique furniture and also to dealers in and manufacturers of furniture, the people most likely to be interested, with the result that sales were effected that might otherwise never have been made—personal solicitation. Is this done as much as it would be profitable to do? Many booksellers do, no doubt, but every bookseller should, and not depend entirely on the ad. or notice of the publisher reaching that particular person interested. An illuminating incident was

brought to my attention only a short time ago. A traveller was calling on a bookseller with some new samples. After taking his order on these new books Mr. Traveller asked Mr. Bookseller if he wanted any more of the recent work on "Heraldry," a \$10 work. Mr. Bookseller replied, "No, I have still on hand the copy I bought from you on your last trip. Nobody has asked for it." Mr. Traveller then asked for the use of the 'phone, calling up Mr. —, saying, this was Mr. Z's bookstore, who had just received a book on Heraldry which he believed would be of interest, and asking if he might not send it to him on approval. Mr. — thanked him and said he need not send it, as he would call at the store and look at it that afternoon—which he did—buying the copy and ordering another—a good sale, and profitable even if it was bought at only a discount of 25 per cent. Mr. Bookseller no doubt knew Mr. — was interested in the subject of Heraldry and had probably forgotten it; but did he have a list of special customers on special subjects to which he could refer when occasion offered and bring to their attention any new book received that would interest them? That's personal solicitation. When the stenographer is not busy letters cost only a little time and a two cent stamp, and are likely, at least, to bring customers into the store—a chance for further sales. I have seen in THE PUBLISHERS' WEEKLY letters complaining that publishers were competing with the retail booksellers. Yes, they certainly are, but why? Because he has his investment in the books on which he must realize, even if obliged to seek direct sales to the consumer. If each bookseller would approach all of his possible customers with a book that specially appealed to them could he not secure the order—the customer knows him, which is an advantage the publisher does not have, except by reputation, and he would no doubt prefer to buy at home than abroad, more particularly if he has the opportunity of examining the work; and if the bookseller secured all the sales would the publisher find it paid him well enough to continue to seek direct sales? If the bookseller gets the business the publisher won't, but if the bookseller makes no effort to secure it the publisher must and will. Another opportunity is the obtaining of customers, or subscribers, if you may so term them, for volumes of sets of books to be delivered as they may be issued, or if the books are already published to be delivered at stated periods. There are many sets and series of books that can be handled in this way, and a list of 5, 10 or 25 customers who are each taking a \$2 or \$5 volume, once or several times a year, is a very profitable asset for the bookseller to own, and the appearance of a new volume shows a material item on the right side of the ledger. The greatest possibility of the retail book business, in my opinion, is specializing; in other words, is special attention to the book buyer, the study of his needs and interests, and the practice of bringing to his notice what you believe he wants. Many booksellers when buying a book, particularly an expensive work on some special

subject, are likely to remark, "Mr. So and So will do doubt buy this"; enlarge this knowledge of what your customers want and your business is bound to develop and your reputation increase, for the best advertisement a bookstore can obtain, and an ad. that can't be bought by the inch but is worth yards, is a satisfied book buyer, who passes along the word that Mr. Bookseller knows books and keeps up to date.

Fiction and other popular literature need less work and study on the part of the bookseller—the publisher uses more newspaper space on them, and if they meet the fancy of the fickle public they are advertised by the public; yet, judicious commendation by the bookseller pleases a buyer and helps largely to make him a regular customer, and perhaps eventually a buyer of the better grade books.

More and more special study is made to-day of the practical use of the "Silent Salesman," one of the best if not the most efficient salesmen in the store—the show window—and there cannot be too much said in his favor, particularly as he cannot talk back, but does say only what we tell him to. Advantage should be taken of every opportunity, and we have many chances—Lincoln's Birthday, the birthday of any celebrity, June weddings, Graduation Day, books of the season, conventions, and other gatherings, etc. It's astonishing the number of conventions that are being held all over the country—one in Louisville to-morrow of the Southern Baptists, brining 5000 people together, including 3000 ministers, who are generally considered book buyers; that should be a chance for the bookseller. And this month there will be large general meetings of one kind or another in Buffalo, Denver, Knoxville, Richmond, St. Louis, Chicago and Washington, and no doubt many others I am not aware of. Every county in the United States holds an annual convention which the Sunday-school workers attend, and they buy lots of books. Artistic displays are certain to attract attention and create buyers; one I saw recently I'm sure bore fruit, and you may be interested to know about it. The leading bookstore in Ithaca took a window facing two ways and transported, bodily, an old mossy rail fence, which was placed as a background; before it the window was sodded with real grass and growing flowers, and a few timely books displayed on and about the fence and sides, and on one of the boards of the fence a neat sign, "Nature Books," not too many books, but just enough, and something different to catch the eye. Perhaps you remember the window display of "Trail of the Lonesome Pine," about which a customer of ours wrote us from the far West, and which letter we passed on to you—a little pine tree, with the trail leading up to it. No doubt such displays helped to make it the big seller it was. Again, bulletin boards changed frequently and posters carefully displayed bring returns, and no doubt more would be supplied if the publishers felt sure they would not be used as wrapping paper.

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bookseller is an important one, in my belief, the circulating library in the bookstore; but of this I shall not speak, as later you are to hear all about its advantages and profits from those much better qualified than I.

The book business is not a simple or

easy business, and success can only be attained by constant study and effort. The trite saying, "Eternal vigilance is the price of liberty," can readily be applied to the bookseller as, "Eternal persistence is the price of success."

## THE RETAIL BOOKTRADE—ITS POSSIBILITIES.

By J. L. THOMPSON, of Charles Scribner's Sons.

THE subject your committee has given me to speak upon, "The Retail Booktrade—Its Possibilities," is a very broad one, and I fear my ability to do justice to it, as my personal experience has been along the line of publishing for the last ten years, rather than of bookselling. Possibly a different viewpoint was desired and some suggestions from an outsider might be of some benefit. I have heard it said, repeatedly, that of distributing of books merely the surface has been scratched, and the possibility unlimited and unknown—how to plow more deeply is the question of vital interest to publisher and bookseller, and one which needs the constant study of both. In England editions up in the millions are not uncommon—of worthy books, too, not our cheap Bertha Clays, etc.—but, necessarily, these are very low priced—one penny and upwards. Several schemes along similar lines have been tried in this country, but not with great success as yet, and I am not sure that we want them, as the margin of profit to every one on a low-priced article must be extremely small, and perhaps only the very largest distributors could find any profit at all.

But, how shall we make sales of the better books—it is the books of worth that make readers and consequently bookbuyers, for the development from a reader to a book owner is a short step. We all know of the large, yes, the enormous sales of books sold by subscription, and why is it? I can believe it can be mainly, if not entirely, attributed to the personal solicitation plan, the bringing to the attention of the possible buyer the books themselves—not the ad. or description. If this be true, should not the regular bookseller reach out, at least in a measure, for this same trade, and adopt similar tactics to secure it? Of course, subscription books are generally of a popular character—fiction, perhaps, or history, or biography—yet there are hundreds of books issued every year that thousands of people want, but don't know about, and would probably not buy unless brought to their direct notice; books appealing especially to artists, architects, manufacturers of textiles, etc. I remember some years ago, when travelling with a line of samples, I had an expensive work on old furniture—Miss Singleton's "Furniture of Our Forefathers," I think it was. At my suggestion my sample was borrowed by several booksellers and shown to some special collectors of antique furniture and also to dealers in and manufacturers of furniture, the people most likely to be interested, with the result that sales were effected that might otherwise never have been made by personal

solicitation. Is this done as much as it would be profitable to do? Many booksellers do, no doubt, but every bookseller should, and not depend entirely on the ad. or notice of the publisher reaching the particular person interested.

An illuminating incident was brought to my attention only a short time ago. A traveller was calling on a bookseller with some new samples. After taking his order on these new books Mr. Traveller asked Mr. Bookseller if he wanted any more of the recent work on "Heraldry," a \$10 work. Mr. Bookseller replied, "No, I have still on hand the copy I bought from you on your last trip. Nobody has asked for it." Mr. Traveller then asked for the use of the 'phone, calling up Mr. —, saying this was Mr. Z's bookstore, who had just received a book on Heraldry which he believed would be of interest, and asked if he might not send it to him on approval. Mr. — thanked him and said he need not send it, as he would call at the store and look at it that afternoon, which he did, buying the copy and ordering another—a good sale, and profitable even if it was bought at only a discount of 25 per cent. Mr. Bookseller no doubt knew that Mr. — was interested in the subject of Heraldry and had probably forgotten it; but did he have a list of special customers on special subjects to which he could refer when occasion offered, and bring to their attention any new book received that would interest them? That's personal solicitation. When the stenographer is not busy letters cost only a little time and a two-cent stamp, and are likely, at least, to bring customers into the store—a chance for further sales.

I have seen in THE PUBLISHERS' WEEKLY letters complaining that publishers were competing with the retail booksellers. Yes, they certainly are, but why? Because he has his investment in the books on which he must realize, even if obliged to seek direct sales to the consumer. If each bookseller would approach all of his possible customers with a book that specially appealed to them could he not secure the order? The customer knows him, which is an advantage the publisher does not have, except by reputation, and he would no doubt prefer to buy at home than abroad, more particularly if he has the opportunity of examining the work; and if the bookseller secured all the sales would the publisher find it paid him well enough to continue to seek direct sales? If the bookseller gets the business the publisher won't; but if the bookseller makes no effort to secure it the publisher must and will.

Another opportunity is the obtaining of

customers, or subscribers, if you may so term them, for volumes of sets of books to be delivered as they may be issued, or if the books are already published to be delivered at stated periods. There are many sets and series of books that can be handled in this way, and a list of 5, 10 or 25 customers who are each taking a \$2 or \$5 volume—once or several times a year—is a very profitable asset for the bookseller to own, and the appearance of a new volume shows a material item on the right side of the ledger. The greatest possibility of the retail book business, in my opinion, is specializing; in other words, is special attention to the book buyer, the study of his needs and interests, and the practice of bringing to his notice what you believe he wants. Many booksellers, when buying a book, particularly an expensive work on some special subject, are likely to remark, "Mr. So and So will no doubt buy this." Enlarge this knowledge of what your customers want and your business is bound to develop and your reputation increase, for the best advertisement a bookstore can obtain, and an ad. that can't be bought by the inch but is worth yards, is a satisfied bookbuyer, who passes along the word that Mr. Bookseller knows books and keeps up to date.

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Louisville to-morrow of the Southern Baptists, bringing 5000 people together, including 3000 ministers, who are generally considered bookbuyers. That should be a chance for the bookseller. And this month there will be large general meetings of one kind or another in Buffalo, Denver, Knoxville, Richmond, St. Louis, Chicago and Washington, and no doubt many others that I am not aware of. Every county in the U. S. holds an annual convention which the Sunday-school workers attend, and they buy lots of books. Artistic displays are certain to attract attention and create buyers. One I saw recently I'm sure bore fruit and you may be interested to know about it. The leading bookstore in Ithaca took a window facing two ways and transported, bodily, an old mossy rail fence, which was placed as a background; before it the window was sodded with real grass and growing flowers, and a few timely books displayed on and about the fence and sides, and on one of the boards of the fence a neat sign, "Nature Books." Not too many books, but just enough, and something different to catch the eye. Perhaps you remember the window display of "Trail of the Lonesome Pine," about which a customer of ours wrote us from the far West, and which letter we passed on to you—a little pine tree, with the trail leading up to it. No doubt such displays helped to make it the big seller it was. Again, bulletin boards changed frequently and posters carefully displayed bring returns, and no doubt more would be supplied if the publisher felt sure they would not be used as wrapping paper.

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## STORE MANAGEMENT—PERCENTAGE OF EXPENSES TO SALES, ETC.

By L. H. CARY, *Manager Pilgrim Press.*

It was certainly a happy thought on the part of the programme committee that they threw a note of optimism into the proceedings of this convention even before it assembled by addressing their invitations to "live booksellers" and taking the responsibility for "the bettered condition in the booktrade" rather than assuming that all booksellers were going to "the demnition bow-wows," with our old friend Signor Mantalini, and that the few surviving members of the trade had met to plan for the last sad rites. Al-

though the subject that has been assigned for present discussion, "Percentage of Expense to Sales," is prosaic enough, and the actual condition of retail bookselling doleful enough, it is not necessary to become "croakers." The assumption of this paper is that we are here because we all expect to stay in business, recognizing a fighting chance of making good, and merely want to gain new weapons of offence and defence in the struggle for a *profitable basis* on which to proceed in the business of our choice.



Somewhere I have seen that "there are two kinds of persons in the world—those who think first of difficulties and those who think first of the importance of accomplishment in spite of difficulties. If a thing ought to be done, the presence of severe obstacles to its doing is only a further reason for bringing it to pass. Anybody can point out difficulties; it calls for brains and courage to look beyond difficulties to the end. If you want to stay just where you are in the procession, or fall steadily behind, give obstacles a first place in your life. If you want to move out from the crowd and count for something more than 'average,' let every obstacle be welcomed as a fresh incentive to action."

This should be the keynote and inspiration of all booksellers, cheerfully forgetting for the time being that financial success, judging from the automobiles, fine hotels and other marks of luxury that surround on every hand, is the natural reward of merit in every line of business except their own, refusing to hear from the department store with its rush and hurry or the quiet and beautiful retreat on the seventh floor, the same old jarring note of making 25 per cent. of profit paying 28 per cent. of expense, unmindful of the fact that the chief root of the present evil lies in the inadequate protection given them by publishers, and realizing that there can be no salvation without real reform and the establishment of a standard discount basis of at least  $\frac{1}{3}$  as a minimum from a fixed selling price.

Notwithstanding these too apparent and unsatisfactory conditions, there is no question but that a part of the present difficulty facing booksellers lies with themselves, and that the business as a whole is not conducted on the high economic plane demanded by modern methods. Until the publishers recognize the true worth of having *real agents and representatives* working for them in every bookstore, and that the servant is worthy of his hire, there must be an elimination of the professional ideal that has been our pride, and the recognition of the fact that the public refuses absolutely to pay any additional cost for expert advice, preferring *price* above service, a cutting out of the highly cultured salesman demanded by the critics, and above all a systematic segregation of book departments from other lines of business and the maintenance of exact accounting methods. When by these processes booksellers themselves realize that they have been performing *gratis* the work of educators, philanthropists, information bureaus and librarians for the public, and for years have been mere hewers of wood and drawers of water for manufacturers making books to suit themselves, determining the exact price the final customer or consumer should pay, making the margin for the trade *long* or *short* as they have pleased, seizing all the retail business in sight, some Moses may arise who will lead them out from under the yoke of bondage into the promised land of profitable business.

Meanwhile, it behooves live booksellers to critically examine their present methods and ascertain if a portion of the desired profit

cannot even now be corralled, and the object of this paper is an attempt to point out the *necessity* of the *careful regulation* and *tabulation* of expenses and to promote discussion as to proper percentages and their allotment, so that we may be in the direct line of Providence should the unexpected happen and publishers suddenly determine that they could manufacture books for the trade and price their product so that the man who actually sold the goods could make a legitimate profit.

There is rapidly developing in our country an analytic and systematic spirit which is giving to all business a basis of scientific accuracy. This is evident on every hand, both in the number of devices and equipments ready to use for almost any undertaking and the quick and systematic execution of even the largest affairs. Thus an advertising agency has facts so well at its fingers' ends that it will plan almost over night a million dollar campaign for "Uneeda Biscuit" and guarantee to reach so many million people and sell so many million goods. A well-known evangelist, applying modern methods, will produce for a certain given sum a certain number of converts. All of which is simple because logically based on exact data. Every day in the year there are hundreds and thousands of successful accomplishments seemingly impossible to the uninitiated but reduced to a mathematical certainty by the man who knows the effective application to business management of simple algebraic formulas. This may be the secret why it is no longer necessary for men to grow up in a business round by round and master each and every detail by personally having performed the work. It is the secret why so many successful managers are graduates of the counting room rather than of the sales department; why the head of one of Boston's greatest department stores was taken from the management of an insurance company; why a Harriman without operating knowledge of railroads becomes the greatest of railroad kings, and why true analysis and system is the first requisite in the development of a successful bookstore. Perhaps there was never a time when the attention of the business world was so closely concentrated upon the problem of marketing goods at the *minimum* expense. There certainly is no business that requires closer study and inquiry along this line than the retailing of new books if it is to survive as a business. If, then, in these days of "bettered conditions in the booktrade" a bookseller finds existence unsatisfactory and unprofitable, don't blame it all to the rascally publishers, but look around for reasons nearer home. By a carefully tabulated analysis of every business detail ascertain if some of the adverse conditions are not under control, bringing to the solution of the problem an unbiased mind and a determination to grasp the situation so as to form an absolutely accurate judgment.

One factor in the bookseller's problem is given—the probable price that he can get for his goods. Leaving out of this survey the second-hand books and the "plums," the retail book business differs from nearly all

other mercantile pursuits in that the goods offered for sale are subject to exact comparison and the ultimate price is absolutely decided by the publisher or regulated by custom. Thus the "Life of Alice Freeman Palmer" is the same in price and quality the country over, and the maximum amount that the book will bring determined not by the expense of doing business or location or even competition. There is a slight margin, of course, for speculation on some few items; but a discount of 20 per cent. in Chicago and 25 per cent. in Boston and the usual library rates are customs quite as binding as any fixed price. What every bookseller knows when he buys a bill of books is the maximum amount he can receive *if he sells his entire product*. What every bookseller ought to know when he buys a bill of books is just what it is going to cost him to sell them. What every bookseller would know if he put these simple propositions together would be the chance of making a profit on each and every purchase.

There may or may not be much truth in rumors of "secret rebates and special agreement and privileges," "extra discounts" to competitors, etc., but the certainty that a store is well organized and economically managed is invaluable, and must lead to the fact that either all other booksellers are suffering likewise or that there are gross discriminations being practiced. Such a meeting as this should bring out the facts and enable all booksellers to secure on a common basis at least an honorable opportunity of making a living. Any bookseller who for any length of time is attempting to conduct his book department below the legitimate cost of doing business with the facts definitely before him must consider himself either a fool or a philanthropist. What shall we say of the short-sighted publisher who greedily obliges him to do so or go out of business? Every bookseller should definitely ascertain for himself in conjunction with his fellows the lowest possible basis on which the business ought to be conducted, and then sharply discriminate against every publisher who is not willing to meet conditions known to be universal or who gives favored dealers advantages over him. When the individual bookseller knows that his expenses of conducting business are greater than those of his competitor, he should not rely on a reputation of other days and obsolete methods of business for favors, but find out at once where the difficulty lies and correct it. An economical force well organized with the proper start is hard to overcome. Leaks of all kinds must be stopped at once. These can be reached usually through reports and tabulations, and though they savor of red tape, they are illuminating, and in time will certainly demonstrate a weakness if it exists. To the bookseller intent on improving conditions, careful reports will prove a sure foundation for all possible success; explained to those with whom he is associated they will assist him greatly in overcoming prejudice, ignorance and hostility, and bring them into hearty sympathy with such plans of organ-

ization as will put him on an equal or better basis than his competitors

Some defects found in ordinary bookstore management, judging from a canvass just made, are indefinite ideas of what constitute reasonable charges for various expenses, such as rent, selling, accounting, etc., and the frequent omission of such items as interest on the actual investment; failure to realize that the proprietor when giving his time to the business is entitled to a salary as manager; and a neglect to set aside a certain fixed sum for a depreciation of stock. All these omissions unless otherwise accounted for must be included in the estimate of cost, and no legitimate profit can be assured without considering them. Dependent, of course, on the size of the business, classifications are more or less interchangeable, and it is obvious that expenses will differ for various reasons due to location and various methods of handling business.

Assuming that the larger part of the business is handled through the store proper, a composite tabulation of expenses as revealed by a canvass recently taken and based on a business of \$100,000 and a stock investment of \$25,000 is submitted for discussion:

	PER CENT.
Interest.....	1.25
Salaries, manager, salesman, clerks.....	10.00
Freight and express.....	2.50
Postage.....	1.00
Rent.....	4.50
Light and heat.....	1.00
Advertising.....	1.00
Bookkeeping and auditing.....	1.25
Office supplies.....	.75
Insurance and taxes.....	1.25
Extra wages, premiums, etc.....	.25
Travelling, including annual trip to Am. Booksellers' Ass'n.....	.25
Incidentals, telephone, etc.....	1.00
	26.00

In the above it is assumed that the accounts payable and receivable balance each other, and no charge is made for depreciation of stock, which should be at least 2 per cent. to 3 per cent. It would be exceedingly interesting and of mutual help if every retail bookseller at this meeting would put on paper, without name, location or any identifying mark, an absolutely honest statement of the following items:

1. The volume of business transacted in books.
2. The percentage of profit made in the book department.
3. The percentage of expense.

These collected facts would accomplish two objects: 1st, It would enable each dealer without embarrassment to realize how he is conducting his business in comparison with others; 2nd, It would enable the committee on relations with publishers to back up their statements with an *exact* knowledge of the situation.

I have said in the early part of this paper that one factor in the problem was known: the maximum price that the bookseller could get for the greater part of his merchandise, *new books*. This, as was shown, was fixed by the publisher, and should be so firmly fixed



by individual contract between each individual publisher and each individual bookseller that no honest dealer *could be* deprived of earning a fair margin of profit by the presence in the trade of one or more pirates sailing under no matter what flag.

Another factor, shown by the testimony of nearly every important dealer, either bookseller proper or department store, is now also

known, the retail cost of marketing the product.

The conclusion is too obnoxious for discussion; if the retail bookseller is to survive the publisher who fixes the price that the ultimate consumer is to pay *must make his product in such a way* and fix it at such a price that he can allow the dealer a *living margin of profit* on each and every book.

## SECOND DAY—THIRD SESSION.

The Convention was inevitably slow in forming on the second day, owing to other business engagements and other delays, but when Mr. Butler gave the sign, at 10:30, that the majority were ready for business every one responded promptly. Indeed, one of the most helpful signs of the Convention was the earnestness and attentiveness of the delegates and the careful and dignified manner of the

discussion of the papers. During the morning session the following three papers were read and discussed. There was to be a fourth paper—on "A Retail Store on the Seventh Floor," by W. H. Browne, of *The Dial* and Browne's Bookstore in Chicago—which could not be presented, owing to Mr. Browne's absence in Europe.

## THE DEPARTMENT STORE AND THE BOOKTRADE.

BY WALTER L. LEWIS, with *Strawbridge & Clothier, Philadelphia.*

It is not always profitable to give a glance backward. Eugene Field once intimated that he had never taken any interest in climbing his family tree, being apprehensive that an ancestor might be found hanging on one of the branches. I believe, however, that we may, without hesitation and with profit, take a look into the past as well as face squarely the present and the future in touching upon the relation of the department store to the booktrade.

It is not an uncommon experience to have nearly all the evils current in the booktrade attributed to the advent of the department store. Thirty-five years ago, or thereabouts, the terms "book butcher" and "slaughter house" were freely used by the booktrade in referring to certain 99-cent stores and certain dealers in fancy goods and drygoods who had ushered in the era of department store bookselling. Equally strong language is not entirely obsolete in 1909. Undoubtedly, there was and is a degree of justice in the attitude of the old-line bookseller toward the department store. Undoubtedly, certain 99-cent stores and drygoods merchants slaughtered the price of leading novels and standard non-copyrights, and properly called forth criticism and imprecation from conservative booksellers. And, yet, it is a matter of record that all the cutting was not done by the class of stores herein referred to. One has only to consult the files of the trade journals of that period to discover the frequency with which booksellers entered bitter complaints against publishers for supplying their own publications direct to the retail customer at library or trade discounts—the country bookseller was arrayed against the city bookseller on the ground of the alleged cut-price methods of the latter—there must have been great profit in the library business in those halcyon days prior to department store bookselling, for we are told that in 1877 a prominent bookseller in Massachusetts made a net profit of 49 cents on a library order amounting to \$57.42, and then spent 3 cents of the 49 to

pay postage on a letter to the PUBLISHER'S WEEKLY, glorifying in the enormous profits accruing to the bookseller. Again, "book auctions" were not unheard of in those days. And these are merely hints of a condition of price demoralization for which the department store was not in the slightest measure responsible. It is not strange, therefore, to find in the 70's, before the era of department store bookselling had become an important factor, this statement by a bookseller of New York State: "*the calling of a bookseller is absolutely dead past resurrection.*"

It is farthest from my purpose to defend "book butchering," past or present, but I want to go squarely on record as claiming that the department store has not been the sole occupant of the slaughter house. We have all done more or less butchering: publishers, booksellers; department storekeepers have, foolishly, wilfully, and some of us even maliciously, stuck in the knife. Of the three classes just mentioned, viz.: publishers, booksellers and department storekeepers, no one class can rightly assume the holier-than-thou attitude toward either of the other classes.

If this be frankly admitted all around, then this glimpse into the recent past of the American booktrade may be profitable, because it should result in creating that state of "heart and mind; a fellow-feeling" which "makes one wondrous kind." This "fellow-feeling" must be the starting point from which to reach any permanent and practical solution of the question of maintaining prices and other vital problems that confront the American booktrade. In other words, if we would cease making faces at our neighbors; if we would forbear shrieking "You're another;" if we would quit grumbling about the book business going to the dogs (by "dogs" meaning the other fellow)—I repeat, if we would take a vacation from these laudable occupations of sufficient length to make the discovery that the other fellow is flesh and blood (without horns and hoofs), and that we have mutual and vital interests to be conserved,

and which can only be conserved by getting together, we would take the first essential step toward bettering conditions.

Earlier in this paper I referred to interests that concern the department store in the booktrade; but the interests of the department bookstore and the exclusive bookstore are identical, for we are all in the business on a more uniform basis than ever before, and our common aim is to serve the public and make money. The average stock of books in the up-to-date department store compares favorably in comprehensiveness with that to be found in exclusive book shops; the average intelligence of the department bookstore sales-people reaches a higher plane year by year; with scarcely an exception, the department store managerial policy expects profits from the book department—not being willing to have it used as an adjunct to the store's advertising machinery; in all high-class department stores regular books are sold to-day at the same price as in the book stores; to a greater extent each year it is the policy of department store management to conduct a book business as broadly comprehensive and as satisfactory to the discriminating bookbuyer as that which characterizes the exclusive bookstore; to-day it is difficult to find a publisher who does not cultivate department store business as faithfully as any other. These are among the factors that place department bookstores and exclusive bookstores on exactly the same footing and make their interests identical.

Department stores may have affected the business of the book stores; but, on the other hand, it is my conviction that they perform a service somewhat similar to the library, in that, through their facilities for publicity, people are reached who would not otherwise come in contact with books; a desire is created within them to own and read some class of literature, and they develop into an ever-increasing army of permanent buyers of books. Ultimately this enlarged constituency naturally divides its book buying between the two classes of booksellers and the exclusive bookseller benefits thereby. Under these new conditions, the measure of the benefit depends largely on his own aggressive methods.

Again, the department store has been a

factor in making possible the greatly increased sale of popular fiction through its advertising and display facilities. A gentleman living in an Eastern city recently told me that he watched department store advertising and book displays to learn the names of the newest popular books and then hied him to his old-line book shop and purchased the books. It is not an uncommon experience in a well-regulated book department to supply a list of recent novels to a lady or gentleman who, upon receiving it, will calmly say something like this: "You're very kind; you know I always buy my books at *Blank's*, and I'll just leave my order there."

Another useful function of the department store is the channel it constitutes through which publishers may quickly distribute their over-stocks to the public. In this matter it has the advantage over the bookstore, simply and only because of the thousands of people who daily throng its aisles and, to a greater or less degree, have an eye open for special values, frequently buying a book as they would any other merchandise, on the impulse of the moment, because of its low price. Tens of thousands of books are merchandised under these conditions that otherwise would be filling the storage bins of their publishers, and again the effect of this widened distribution of literature is to enlarge the number of permanent bookbuyers. Surely, any legitimate agency that leads to such results benefits the booktrade as a whole.

Probably the one greatest issue in the American book world over which hot battle has been waged for a quarter of a century has been the alleged price-cutting of the department stores; but the department book stores of to-day, with less than half a dozen exceptions, present a solid front alongside the exclusive book stores for dignified business methods and fair prices. It is both an injustice and a source of weakness to refuse to recognize this fact; for until this is done and both these forces in the bookselling world meet on common ground, each believing in the sincerity of the other and each conceding to the other the right to be on earth and do business, we are ignoring a necessary element in the upbuilding of the book business in general and our own book business in particular.

## THE CIRCULATING LIBRARY.

By A. H. SMYTHE, *Columbus, Ohio.*

THIRTY years ago, when the writer entered the ranks of the American booksellers, the thought came to him that a circulating library would be a good thing in connection with his store; so he announced the same on the basis of an annual membership fee of five dollars, for one book at a time, with a fine of two cents a day if not returned within one week. The idea took, but very soon Mrs. Jones wanted two books at a time, so as to save car fare, then she wanted three at a time. Mrs. Brown soon found it out, and of course insisted on the same privilege. Then Mrs. Smith neglected to return books within a week, and was fined twenty cents for ten days' overtime. She appealed to the proprie-

tor to remit it, for "it was simply an oversight, you know, and we buy all our books and stationery at this store." This constant repetition of requests for more books under one membership was repeated so often, and we had so much trouble in getting people to pay their fines willingly, that at the close of one year we decided that the only way to keep our hair from turning prematurely gray would be to abolish the library, which we did with great reluctance.

But it seems that the library microbe of 1879 had not died, as we had supposed, but had only taken a long Rip Van Winkle sleep, for in the dark business days of 1898, eleven years ago last February, when it seemed as



though we could sell but few books, and these with little profit, this little fellow began pounding away in my brain one day and said, "If you can't sell all these books on your shelves, why can't you rent them, and, in that way, get something out of them, even though a little." But a miserable little pessimistic microbe heard this remark, and at once piped up with arguments against it, saying, "The idea is absurd, for, you forget, Mr. Bookseller, that the State Library, absolutely free, with 70,000 volumes, is just across the street from your front door; the Public Library, also free, with 60,000 volumes, one block around the corner; the School Library, free, with 50,000 volumes, only two blocks down the street, and the State University Library, free, with 60,000 volumes, within fifteen minutes' ride by the trolley." But the optimistic microbe would not down, and declared that all these libraries combined did not supply promptly, in sufficient numbers, the current fiction of the day, and that people would pay for reading twenty times as many books as they would purchase.

So we decided to experiment once more, and, remembering the causes that had led to the discontinuance of the former one, made a small daily rental fee of two cents a day per volume, with a minimum charge of four cents for each book issued, and no yearly dues.

Our expectations were very moderate, and we only thought to add a little attraction to the store, so we wanted to start the library, without really having any library with which to start. This is the way we did it: the only available shelving at the time was a section about fifteen feet in length, over in a corner, where our "plug" stock had gradually found a lodging place, which we considered of little value, and was composed of all sorts and conditions of unsalable books. Right in the center of this burial ground of the book department, we vacated one single shelf, and filled it with one copy each of the latest novels—just fifteen books all told. We then put up a sign over the entire length of the section, "Circulating Library," and announced in the reading columns of the three daily papers that we had started a library where the current fiction could be rented for two cents a day.

Within an hour after the morning papers had been read Mrs. A., our first library customer, God bless her, comes in and says, "I see that you have started a library, Mr. S., where is it?" "Right down this way," we reply, and we escort patron number one to the graveyard, and pointing to the sign, proudly announce, with a full sweep of the hand, "there is our new library." The patron steps up to the section, takes down the first book near her, and finds Baxter's "Saints Rest;" then another, Fox's "Book of martyrs," and disappointedly asks, "Don't you have the late books?" "Oh, yes," we reply; "come right down this way," and we proudly take her to the one lone solitary shelf of the latest fiction, where she is delighted to find just the book she wanted, and we quickly make the first issue out of "Smythe's Library." In a few minutes Mrs. B. comes in, asks the same questions, and she, too, not

feeling in the mood for the books her great-grandfather enjoyed so much, is taken to the one lone shelf of up-to-date fiction, and is made happy with issue number two.

In this way did the library actually start, and gradually the new fiction took the place of the plugs, shelf by shelf, as the demand increased. We had already decided on open shelves, so that patrons could make their selections readily, bringing the books to the librarian for issue. At the close of the first week we selected the bright young woman in our employ, to make her first duty the care of the library, with the following policy, not to be changed, whatever the result, until we had the experience under its working for one full year. Any book of fiction asked for, if not already on the list, was to be added at once from the store. If not in stock, to be ordered and promised the patron within five days. Our motto was, "The book you want, when you want it, as long as you want it, for two cents a day." No deposit was required from residents of our city, membership being simply the signing of a card, agreeing to the rules, and giving street address of the applicant.

We had no idea of building up a large library, but it grew from month to month, and in many directions not anticipated. Patrons asked for many of the old standards, as well as the new books; their children wanted juveniles, and, under our first year policy, they were all supplied. Occasionally a book other than fiction that was in the store was wanted; we did not feel that we could let it out for only four cents, so we raised the minimum amount on special cases to twenty-five cents for twelve days or less, keeping the two cents a day as the standard rate. The people asked if we could not deliver books ordered by 'phone, so we added a boy and his wheel to do this, stipulating, however, that books ready for return would only be brought back by our boy when delivering others to the same patron to take their place. Then some patrons said it was a nuisance to scrape up four or six cents every time they returned a book, so we got up a little folder of perforated library stamps, size of a postage stamp, fifty-five in the folder, which we sold patrons for one dollar. At first we delivered these to each patron as purchased, but so often they neglected to bring them, or mislaid them, that gradually we arranged to keep these books at the library desk, and detach the stamps as books were returned. Then some of the good people said, "Why can't we rent the popular magazines for the same little two cents a day," so we added them in limited quantities; then they said, "Oh, do please put in the fashion monthlies," so in they went, and we wondered what would come next. We soon found out, for in a few days, when a prize spelling or word contest was interesting the people, one of the bright contestants for the prize called and said she was informed that at Smythe's Library she could rent Webster's International or the Standard Dictionary for only two cents a day. We nearly fainted, but finally agreed to the proposition, with a limit of a hundred and fifty days as the minimum time. We should not have been

at all surprised if, on coming to the store the next day, had we found that the old clock, the show cases and counters had gone out of the front door, rented at two cents a day.

The original space given to the library was soon outgrown, removed to a larger one, which was in time inadequate, and we began to wonder whether we were running a bookstore, as we thought, or had been metamorphosed against our will into a library. The store room could not be enlarged, and the thing we had started as a little attraction was taking up space that the store proper simply must have, otherwise the store must actually surrender as beaten by this young infant prodigy. Something had to be done, and done quickly. Our business offices were across the rear of the double store room—about forty-two feet wide. We took them all out, put a cash register into a four by four aisle space near the front, and did without any offices, in order to give the space to the library and reading room around it, so as to give the poor old bookstore a chance to live in the same room without a constant quarrel.

This move located it where a library ought to be—in the rear of the store, so that the patrons must see all you have for sale every time they change books.

Saturday, of course, is our best day of the week, but it would not be so if all of our patrons were like the good old soul, of New England ancestry, who sent in from the country village near us for some books on Wednesday, and returned them on the next Tuesday with a note saying, "I enclose stamps for the rent of the books, not counting for Sunday, as I never read fiction on that day."

Now do not think from this little history that if I were to start a library now I would do it in the way that this one was developed. With my experience, I would go at it very differently. Instead of one shelf of fifteen books, I would make a representative showing with five hundred volumes at least, using a liberal number of the most popular reprints with the best of the current fiction. I would not issue the magazines, fashion monthlies, or unabridged dictionaries. I would not deliver books unless at the expense of the patron for messenger.

It is open to question whether more than two cents a day can be charged successfully. We think not, but we are of the opinion that

a minimum charge of six cents, if established at the start, can be made as well as our four cents. We are thoroughly convinced that a straight rental of two cents a day as against any annual, monthly or weekly dues, with fines for over time, is essential. There is all the difference in the world between an agreement for daily rental and a fine, although each may seem to produce the same result. A fine implies punishment for wrong doing, and is paid with the utmost reluctance, while an agreed rental is an honest debt. One of our good patrons who had previously used the Public Library, and been fined once in a while, told us that it always made him angry to pay it, while with us he paid rent every day without the slightest regret.

At first thought it would seem as though a library in a bookstore would reduce the sale of fiction. Possibly so to a limited extent, but the people who have been buying their books will rent twenty or forty times as many as they would purchase outright, and the larger income will come after all from the people who would otherwise depend upon the public libraries, unsatisfactory as they usually are for current fiction.

Do we lose any books? Yes, a few, but that does not worry us. The percentage of losses to the whole issue is very small, and the actual value of the second-hand books very little at the best.

A library fosters the spirit of a more intimate acquaintance between a store and its patrons. They soon feel as much at home in your store as in their own house. You learn to know them by name, and greet them as friends as well as patrons.

Now now in the last analysis, is there not a better reason for giving the people in your community the advantages of an up-to-date library than a satisfactory remuneration in money from the same? Is not the life that is the most useful to the community the most satisfactory life to live? Only a day or two ago a cultivated lady from a nearby village said to us, "I have not the means to buy many books, but I just *love* this bookstore, and spend an hour or two here every time I come to the city." Such and similar thoughtful appreciation from our book and library patrons makes one feel that the life of a bookseller, hard as it is, is certainly worth the living.

### THE CIRCULATING LIBRARY.

BY MRS. HELEN R. MARVIN, *Librarian of E. P. Judd Co., New Haven, Conn.*

It was once said "That writer does the most who gives his reader the most knowledge and takes from him the least time." Therefore, I will try to give you what facts I can concerning the Circulating Library, in as short a time as possible.

Let him who thinks the duties of the librarian are simply to stamp and hand books across the desk pause, ere he chooses this for a profession. She must know her books and study her people, making them feel she takes a personal interest in them and the books they read.

Only the librarian knows too well the problems are many which confront her. If she has solved the greatest problem of all, how to keep her temper amid the many trials and provocations of the day, she has gained a victory not to be lightly esteemed.

It was nearly three years ago I sent out my first library book, explaining to the people the books were loaned for two cents a day, no deposit required, the rental to be paid when the book was returned. I was asked of course how we dared take the risk. I answered, "We trust in the honor of the



New Haven people." It is to their credit, I can say, only in a few cases has the trust been misplaced.

We tried many methods for keeping our records, but they were cumbersome and not suited for rapid work. It was a happy day when the firm consented to buy me a card filing cabinet. This I think is the quickest and most accurate system for library use. Our books are catalogued by author, each with their own number, and easily found on the shelves. They are neatly covered with a paper cover; this is removed when the book is returned and replaced with a fresh one. It means work, but the clean appearance of our books pays for the extra trouble.

The library had only been running a short time when we were besieged to reserve books. This we decided would only lead to dissatisfaction in the end. We have therefore adhered strictly to the rule "No books reserved." To this fact I attribute in a great measure our success. Every one, no matter what his station in life, has the same opportunity to obtain the new books. I have been offered money, candy, flowers, etc., to break the rule, but our absolute refusal to do so has, I feel sure, been of no loss to us, rather a gain.

Shall we deliver books? This we debated for some time, finally deciding it would be saving of both time and money to refuse this request also. We are sincerely thankful we kept out of this pitfall. It would have taken one person's time the entire day to wrap, address books and receive telephone orders.

What to do about books that are not returned promptly soon became a problem that needed careful consideration. How to approach the delinquent and yet not offend. If the book has been out for three weeks we send a postal card with this formula printed on it. "We beg to remind you that a copy of ——— which you took out on ——— has not yet been returned." This in most cases has proved sufficient, still in all folds there are some black sheep. If after three notices have been sent the book has not been brought back, we put it in the hands of our collector. That his pathway is not strewn with roses he could tell you better than I.

Some of the excuses given why the books have not been returned are unique, to say the least. Our store was closed Washington's birthday. About three weeks afterward a book was brought in by a young lady who said, "I tried to return this book on Washington's birthday, but could not get in the store. Must I pay the extra fine?" When I called her attention to the fact that quite a time had elapsed since the 22d of February and the 15th of March, she still could not see why she was expected to pay the full amount. Another patron, after keeping out a book for over a month, returned it with this excuse: "I went to New York just after I took out this book, the maid put it in the bookcase, and I supposed it had been returned until I received your notice this morning. You surely do not intend to charge me a month's dues." The fact had the book been returned promptly, it would have been paying for itself, does not seem to occur to them.

The "pros and cons" of a Catalogue were discussed at length. The library grew to such an extent it seemed wise to publish one. We do not regret the expense. Books that have been standing on our shelves for months have taken a new lease of life, many people saying: "I did not know you had that book in the library until I saw it in your catalogue."

How many copies of the popular books to put in the library each librarian must judge for herself. It depends upon the demand and the number of patrons. We put in from ten to thirty copies, these more than pay for themselves.

As the books in the library became soiled and the demand for others dropped off the question arose what to do with them. We clean these and put them on sale for 25c. a copy. We are always able to sell them, people coming in every day to see what I have on hand. Many libraries throughout the state buy these books in large quantities. So until the last our library book brings in an income.

In my opinion the Circulating Library when properly managed is a paying adjunct to any bookstore. The public library does not put in a large supply of fiction and it is new fiction the public taste craves. This want the Circulating Library fills at a small expense. Our experience has been that the profits from the library far exceed the profits from the sale of books. Whether the sale of fiction has decreased since the library opened we have not decided. This fact I do know—many books have been read from the library and afterwards copies bought to keep or give to friends.

Has trade in other parts of the store been stimulated since opening the library. This is a point on which we differ. I can only speak from a personal standpoint. I do know people have come into the store since the library was established who never entered it before. Many of them stop to buy things from departments near the library; there my point of view ends.

For fear I ride my hobby too long and so become tiresome, I will relate a few amusing incidents that have come under my notice.

One Saturday night a young lady rushed in and breathlessly asked if I had a Scuttle in the library. I went to the shelf, took down the "Shuttle," stamped and gave it to her. I have often wondered if she ever awoke to her mistake. A few minutes afterward a girl came in and asked for "Jim Crow's Daughter." This was too much for my assistants, they started to laugh; so when I handed her "The Daughter of Anderson Crow" she quickly saw her mistake and laughed with us. But best of all was the request for "The Splinter's Farm;" just for a second I hesitated, then realized the "Spinster's Farm" was wanted. In recommending one of De Morgan's books one day I said: "Some people compare him to Dickens." The person asked: "Has Dickens written anything new lately?" And this the 20th century.

Thus goes the day's work, much that annoys mingled with much that amuses, and I am glad to say the bright spots far outnumber the dark ones.

## FOURTH AND CONCLUDING SESSION.

The concluding session was called to order at 2:30 to take up unfinished business. The business of greatest importance was the

## REPORT OF COMMITTEE ON RESOLUTIONS.

The Committee on Resolutions desires—

First: To heartily commend the efforts of those publishers who have sensibly recognized the true condition of the retail booktrade and are now co-operating to ameliorate the situation, and wish to especially commend the action taken by Houghton Mifflin Company, Doubleday, Page & Company, and the Fleming H. Revell Company.

Second: To express appreciation of the work of the Officers and Committees of the Association during the past year.

Third: To offer the following resolutions:

*Resolved*, That we note with satisfaction our growing membership among department stores and are pleased with the presence and activity of book department managers in our meetings and urge earnest effort on the part of the membership committee to bring the importance of the Association to the attention of the proprietors of department stores, requesting them to make arrangements that will insure the attendance of their buyers at our annual sessions.

*Resolved*, That we deprecate the growing tendency among jobbers to enter into unfair competition with the legitimate retailer, in supplying libraries by giving away the extra discount allowed them by publishers for the purpose of serving the smaller booktrade, and

*Resolved*, That there should be a determined effort on the part of all intelligent booksellers to raise the standard of literature, giving precedence by exploiting only books of real merit, and sharply discriminating against much that is mere trash, having no reason for existence in permanent form.

*Resolved further*, That the following conditions embody the almost unanimous desire of all the retail booksellers of the United States:

(a) That all books published in future be at a fixed price with postage additional.

(b) That to retail and wholesale dealers in books a minimum discount of 33⅓% be allowed from the fixed selling price.

(c) That all books in future be sold by publisher under contract as to maintenance of price and maintenance of the same contract being obligatory between the jobber and retailer, the jobber being held responsible in the matter of underselling to libraries as is the publisher.

(b) That protection of the fixed price be maintained for a period of at least two years from the date of publication and that this condition be incorporated in the above mentioned contract.

(c) That the following forms of contract is suggested as meeting the requirements of the situation.

Mr. ....

Publisher.

In consideration of the discount allowed on books which you publish at a fixed price, we hereby agree to sell at retail these books at the published price (except for the allowance of 10% to libraries only), and we hereby agree to maintain these prices for two years from date of publication.

It is mutually understood that under no consideration will a publisher sell or offer to sell to an individual or library, except at the rates and on the terms herein stated, and that in case of Mr. ...., Publisher, selling books to jobbers, contracts be demanded of them that they will in turn require a similar contract to the above from their customers.

It is further understood that Mr. .... Publisher, shall charge in addition to said published price a sum equal to the amount of postage or express when books are sent by mail or prepaid express to a retail customer.

Respectfully submitted,

The Committee on Resolutions:

W. H. CATHCART,  
L. H. CARY,  
C. W. SANDERS,  
V. M. SCHENCK,  
A. C. WALKER,

## REPORT OF COMMITTEE ON NOMINATIONS.

The report of the Committee on Nominations declared its choice of the following as officers of the Association for 1909-1910:

Walter L. Butler, President, Wilmington, Del.  
W. H. Cathcart, First Vice-President, Cleveland, Ohio.

Henry S. Hutchinson, Second Vice-President, New Bedford, Mass.

J. K. Gill, Third Vice-President, Portland, Ore.

A. B. Fifield, Secretary, New Haven, Conn.

E. T. Hanford, Treasurer, Middletown, N. Y.

*Executive Committee.*

W. Millard Palmer, Grand Rapids, Mich.

Albert C. Walker, Rochester, N. Y.

John L. Grant, Utica, N. Y.

W. B. Clarke, Boston, Mass.

Horace H. Jackson, Bridgeport, Conn.

The President, Secretary and Treasurer.

*Advisory Board.*

American Baptist Pub. Co., Philadelphia, Pa.  
American Baptist Publication Society, Atlanta, Ga.

Raker-Trisler Co., Des Moines, Ia.

Wm. Ballantyne & Sons, Washington, D. C.

Bryant & Douglas Book and Stationery Co., Kansas City, Mo.

E. S. R. Butler & Son, Wilmington, Del.

The Caldwell-Sites Co., Staunton, Va.

W. E. Chenot, Tampa, Fla.

Clarke & Co., Vicksburg, Miss.

W. B. Clarke Co., Boston, Mass.

Cunningham, Curtis & Welch, San Francisco, Cal.

A. R. Derge & Co., Salt Lake City, Utah.

Wm. J. C. Dulany Co., Baltimore, Md.

E. P. Dutton & Co., New York, N. Y.

John G. Evans, Butte City, Mont.

W. Y. Foote Co., Syracuse, N. Y.

J. K. Gill Co., Portland, Ore.

Wm. P. Goodman, Manchester, N. H.

Harry Gregory, Providence, R. I.

The Hall Stationery Co., Topeka, Kan.

F. F. Hansell & Bro., (Ltd.), New Orleans, La.

Hunter & Co., Nashville, Tenn.

George W. Jacobs & Co., Philadelphia, Pa.

Davis L. James, Cincinnati, O.

The Edward P. Judd Co., New Haven, Conn.

The Kendrick Book and Stationery Co., Denver, Col.

Clifford L. Legerton, Charleston, S. C.

Loring, Short & Harmon, Portland, Me.

Lowman & Hanford Stationery and Printing Co., Seattle, Wash.

Nathaniel McCarthy, Minneapolis, Minn.

E. Madison, Montclair, N. J.

John P. Morton & Co., Louisville, Ky.

James E. Mosley, Madison, Wis.

The New Wilson-Webb Co., Little Rock, Ark.

Samuel E. Newcomer, Albuquerque, N. Y.

H. H. Otis & Sons, Buffalo, N. Y.

Perry & Hassell Co., Wheeling, W. Va.

T. Pillot, Houston, Tex.

Pioneer Bookstore, Boise City, Idaho.

Sanford-Putnam Co., Worcester, Mass.

Henry Saunders, Oneonta, N. Y.



William Schroeder, St. Joseph, Mo.  
 Hobart J. Shanley & Co., Burlington, Vt.  
 John V. Sheehan & Co., Detroit, Mich.  
 Frank Simmons, Springfield, Ill.  
 Smith & Butterfield, Evansville, Ind.  
 H. Taylor Rogers, Asheville, N. C.  
 J. R. Weldin & Co., Pittsburgh, Pa.

A letter was drafted congratulating Mr. Frank H. Dodd, of the firm of Dodd, Mead & Co., upon his fifty years of service in the booktrade, and conveying best wishes to Mr. Van Wagenen, who retires from the firm, for the enjoyment of years of well-earned rest.

The Convention closed its session with the appointment of the following committees:

*Committee on Relations with Publishers.*—W. B. Clarke, C. W. Sanders, W. H. Cath-

cart, C. E. Wolcott, J. K. Gill, A. C. Walker.

*Committee on Membership.*—George W. Jacobs, Philadelphia; L. C. Cary, Boston, Mass.; W. S. Lewis, Philadelphia; J. E. Nunn, Baltimore; W. H. Cathcart, Cleveland.

*Entertainment and Programme Committee.*—V. M. Schenck, Henry Lee Mason, Henry S. Hutchinson, Eugene L. Herr, Henry G. Carpenter.

*Banquet Committee.*—E. Byrne Hackett, Charles A. Burkhardt, Charles E. Butler, George Blatchford, E. S. Adams.

*Committee on Publicity and Editing of Report of Proceedings.*—A. Growoll, E. O. Chapman, A. B. Fifield.

The following new members were admitted during the convention: L. H. Cary, Walter S. Lewis and A. G. Seiler.

### THE NINTH ANNUAL BANQUET OF THE AMERICAN BOOKSELLERS' ASSOCIATION.

"May the present moment," said Dick, sticking his fork into a large carbuncular potato, "be the worst of our lives."—*Old Curiosity Shop.*

THE dinner given at the Hotel Astor on the evening of May 12, compared with the first one held by the American Booksellers' Association at the Earlington Hotel, was a brilliant affair. When the three hundred guests entered the room there were many exclamations at the attractive decorations of flags, greens and red carnations. After each one had taken his place a flashlight photograph was taken of the assemblage. The dinner of nine courses was excellent and remarkably well served. When the coffee and cigars had been reached, Mr. Walter L. Butler, who acted as host and chairman in the most charming manner, read letters of regret from William Dean Howells and the Rev. Hugh Black. He then extended a cordial welcome to all present on behalf of the American Booksellers' Association, the Booksellers' League, the Booksellers of New York and the Brotherhood of Commercial Travellers. He also expressed thanks on behalf of the American Booksellers' Association to the Nuttingham Co., of Southbury, Conn., who furnished the menu with an artistic hand-painted frontispiece; to Francis Graz, who contributed a consignment of Pommery champagne; to the White Rock Company for a very generous consignment of the very excellent White Rock mineral water; to the Bobbs-Merrill Company for the linen handkerchief with a lithographed design of one of Harison Fisher's drawings for Harold McGrath's "The Goose Girl;" to T. Y. Crowell & Co. for copies of "On the Open Road," by Ralph Waldo Trine; to the John McBride Company, for their gift of copies of Alexander Otis's "Hearts Are Trumps;" to B. W. Huebsch for his contribution of copies of "With the Battle Fleet," by Franklin Matthews; to Doubleday, Page & Co. for a *Souvenir* edition of Wallace Irwin's amusing "Letters of a Japanese School Boy," and to Duffield & Co. for a consignment of bottles of the famous "Tono-Bungay," which in this case took the form of a London Particular Sherry in liliputian bottles.

Before proceeding to the discussion of the

regular programme, Mr. Butler alluded to the excellent service rendered to the Association by Charles A. Burkhardt as chairman of the Banquet Committee and his associates. The mention of Mr. Burkhardt's name called forth enthusiastic applause. The services of the trade papers and the various committees were also appreciatively referred to.

Mr. Butler then said that when he was a boy one of his most cherished books was "Frank's Holiday, Where he Went, What he Did, and Where His Holiday Was Spent." It therefore gave him pleasure to introduce another Frank—Mr. Franklin Matthews—who would describe his holiday with the Battle Fleet.

#### FRANKLIN MATTHEWS.

Mr. Matthews introduced a very interesting talk by saying: "After the very cordial introduction given me by your president and toastmaster, I ought to feel perfectly at home to-night, and I do feel perfectly at home. I think I have eaten 137 dinners in the last six months during my cruise around the world. As I was sitting here this evening, your president asked me why the fleet had been sent around the world, as no one seemed really to know the reason. I did not tell him, for I reserved that piece of information to give to you all later. When the fleet started out there were many misgivings as to whether it would get back safely; others said it was a dangerous thing to leave our Atlantic coast unprotected; diplomats figured on the matter; editors wrote about it, yet no one knew why the President of the United States was not frank with the people. In his last message to Congress he referred to the cruise of the fleet, but he was not open and frank about the matter. He was never frank with the American people on this subject because he could not be. I suppose he was like the booksellers, who, as you know, are not always frank with their own customers. There are less than one dozen people in the United States who know why this fleet was sent around the world. The President knew it,

the Secretary of State knew it, the Secretary of the Navy knew it, and probably three or four more in the inner coterie of affairs knew it. Newspaper men had ideas on the subject; but it is only occasionally that a newspaper man prints all he knows or really suspects to be the truth. I happen to be one of those who know why this fleet made this voyage around the world; and now that it has come back safely and nothing serious has occurred, and the President is out of office, I do not see that there is any reason for silence. Roosevelt is in Africa shooting lions and he cannot get at me, so I will tell you fully, freely and frankly why the cruise was made. It was for one specific purpose, and one only—simply to provide half a dozen estimable newspaper gentlemen with a free yachting trip. I know this because I was one of them, and, if that is not the reason, I do not know a better one.

"I can only speak to you to-night of some of the unusual things that occurred, for it would take too much time to tell you all, and there are others to follow. We sailed in December, 1907, and went right down to Trinidad, where we arrived in good Christmas weather—with the thermometer at 95° or 96°. The *Minnesota*, (flagship,) was there and was decorated in a truly patriotic manner.

Referring to the American warships Mr. Matthews said that if the American warship means anything to-day, it means "Peace on Earth. Goodwill to Men." "The days have passed when Americans build warships for aggressive purposes. They are now built solely for defensive purposes, and because other nations of the world have not reached that high altruism that we have reached of settling things by reason and not by brute force. American warships stand for peace and goodwill to all the rest of the earth, and this cruise proved it."

Mr. Matthews then described the visit of the fleet to Rio Janeiro, and referred to the cordial reception they received on their arrival there and how sorry they were to leave; described the grandeur of the Straits of Magellan, Callao, Lima and "poor old" Peru, that was sacked and had only one friend in that dark time in her history—the United States; and Hawaii, "the grandest loafing place in all the world," where the fleet had a glorious time, and which was the only place where the men could actually do as they pleased.

Referring to New Zealand, the speaker described it as "a crucible for testing our affairs. They have woman suffrage. Most wonderful country in the world, with all the beauties of other countries combined in one place. Mountains as great as those of Switzerland, lakes as fine as those of Italy, fjords better than those of Norway, and no poverty, for the average wealth of every man, woman and child is \$1500.

In closing, Mr. Matthews compared the American Navy with the British, saying that we got most of our ideas from the British. "The British Navy stands for peace, and when the Australian Navy gets going, (which will probably be in a few years,) that will also stand for peace, and when that time

comes there will be no need for Hague tribunals, for when three Anglo-Saxon navies are in existence, we shall have Peace, Everlasting Peace!"

PETER NEWELL.

Peter Newell, the well-known illustrator, author of "The Hole Book," "Topsys and Turvys," kept the audience in good humor for a few moments with his funny illustrations of the evolution of garden products into human faces.

WALLACE IRWIN.

Wallace Irwin, author of "Letters of a Japanese Schoolboy," "Chinatown Ballads," etc., spoke in part as follows: Fellow booksellers: To employ a perfectly good Irish bull, to-night is the happiest day of my life. To the conscientious humorist there come but few bright days. His is a life of arduous tasks, of unremitting labor and stern striving for an ideal. When night comes he sinks exhausted into a fevered sleep, a sleep full of nightmares and unpleasant memories. But sometimes, at rare intervals, there comes to him a sweet dream which makes amends for all the unpleasant ones. I have had a favorite dream for years. I have dreamed that I have hired a hall—in the Hotel Astor, preferably—and that 350 of the most important American booksellers have dropped in to have dinner with me. And that I have locked the doors and windows and posted sentinels at the exits so that none might escape. And that waiters had passed up and down the room bearing huge armfuls of my latest book and put one copy before each plate in such a conspicuous position that those booksellers couldn't *help* seeing it. Could any dream be sweeter than this? Doors locked, windows barred, all escape cut off so that I, the cruel author, can stand and gloat upon the rare sight of the best booksellers in the land giving my book for the moment more care and more attention and better display than any other work they carry in stock. Gentlemen, I assure you, it is a fascinating sensation.

"I can't exactly figure out why I've been chosen for the honor of addressing a booksellers' dinner. I can't sell books—I can only make a stab at writing them. And Lord knows the rarer and stronger gifts lie on the selling end of the literary profession. Anybody can write a book. *Everybody has*. But the man who can *sell* a book—can actually get real money for a batch of sentimental yarns and jokes, or misinformation about osteopathy or new thought—the man who can do that has got my sincere admiration. I regard his works with awe. For is not the man who can sell 10,000 or 100,000 or 1,000,000 copies of some idle story just as much a genius as the man who digs a Panama canal with a steam shovel and a Congressional scandal. When I view the monumental works of the American booksellers I feel like the old lady who was taken for the first time to see the interior decorations of the Boston Public Library. They took her to the room where those vague, misty, smeary, die-away figures painted by Puvis de Chavennes are seen floating away in an indefinite fog of mural deco-



rations. After the old lady had inspected this painting for four or five minutes she asked, "Be it finished?" They said yes, it was finished years ago. "Wall," said the old lady, "I never seen that kind o' artistic cal-sominin' before; but I will say this for the young man that done the piece. Considerin' the poor material they gave him to work with, that is one of the prettiest and grandest works of art I even seen." . . .

"One fine thing that the booksellers have done for the country in the past few years is to realize that books are a necessity of life like potatoes or bay rum. This has given a great impetus to the book business. Books are now being shipped in freight cars where once they were sent by mail or express. Great trunk lines are chartered to get the spring crop of fiction around the country. In fact it's getting so that I never see a long train of refrigerating cars steaming rapidly to the East with each car labelled "Mince Meat—Keep Cool and Dry," but I think of the stock yards of Armour or the book yards of the Bobbs-Merrill Company.

"And then there's the department stores. They've done a great deal for literature. Frankly, I don't object to having my books sold in large quantities in department stores. No author objects to having his books sold in large quantities anywhere. But I can't help noticing that the department-store sale of books has influenced literature to a certain extent. Because books are displayed so near the kitchen-ware department and the upholstery department and the laces, lingerie and leather-goods department, the authors are getting so they give their books titles that will go with the drygoods. Look, for instance, at that book called the "Black Bag"—wasn't it a crafty author who wrote that title! A lady customer would go into a department store and ask the floor walker for a black bag. 'Second aisle to your right, lady, turn to your left beyond the ninth post to the rear after you pass the ice-cream soda fountain,' the floor walker would say. So the customer would go as directed, and the first thing she knew she would find herself in the book department. 'Where can I find a black bag?' she would ask of the clerk, who would promptly hand her out the alluring book by that title. The lady couldn't help reading the first page, and after that the novel was as good as sold. The same game could be worked with the 'Brass Bowl'—and I see no reason why a novel entitled the 'Gray Elbow Gloves' or the 'Pink Sofa Cushion' shouldn't pile up a sale of several million copies.

"And then there's the classics—they are treated in the department stores with an energy which we have never before associated with immortality. For instance, I went into a local department store the other day and asked for Browning. 'Do you want a short Browning or a long Browning?' the maiden inquired. I paused. You see it had never occurred to me before that the poets might come in store lengths. 'O yes,' she explained, 'we not only have short and long Brownings, but we also have baby Brownings. Mrs. Browning, too, comes in six sizes

with a limp back.' I decided after that that I didn't want Browning after all, because he's hard enough to understand anyhow, and he'd be an awful tussle if he came in six sizes with a limp back. So I asked her if she kept Macbeth. She hesitated, then called to the blonde at the next counter, 'Say, Lizzie, do we keep Macbeth?' 'Macbeth!' said Lizzie scornfully, that ain't a book—that's a lamp chimney. You'll find the glassware, mister, on the basement floor in the annex.' . . ."

HAMLIN GARLAND.

Hamlin Garland, the author of "Shadow World," "Main-travelled Roads," etc., next read a touching as well as stirring account of "The Vanishing West," too long to quote here, from which we take the poem with which he ended his paper that sums up the thought upon which his account is based:

O the good days on the trail!  
I cannot lose you. I will not,  
Here in the amber of my song  
I gather you, sweep you together,  
The harvest of a continent, the fruit  
Of a thousand days of travel.

Here where neither time nor change  
Can do you wrong, I hold you—  
So, when I am white and heavy-limbed,  
Like the chained eagle.  
I can sit and dream and dream  
Of splendid spaces, and the gleam  
Of waters, and the smell  
Of prairie flowers.

So I can live again  
Above the clouds,  
And on the reeling horse confront the mountain wind  
Roaring from dark and wooded cañons.  
So when I have quite forgot  
The heritage of books,  
I still may sing  
The splendor and the majesty  
Of thee, my native western land!

RALPH WALDO TRINE.

Ralph Waldo Trine, author of "In Tune with the Infinite," etc., closed the speaking with the following remarks:

When Mr. Burkhardt sent me the very kind invitation to be with you to-night he did me an honor; and although I wrote him that while I had become so used to living on my farm in the country that, as John Burroughs, I regarded myself as a fellow countryman, I ventured forth once in a while. Comparing my country life, with its trees and vines, with your more active and vigorous lives, your efforts to keep your stock moving, your old customers held, and new customers attracted—your advertising and desire to make your business at the end of each year higher and further along than the year before, I can say "*chacun à son goût*."

Just one serious thought. If I were asked my opinion as to which is one of the best actual, or spiritual, attitudes that we can have regarding this life—this common life—I should say it should be the habit of looking for and always expecting the best in all things in all occurrences and in all people, thus drawing to us the best in all people and in all things. To me there is nothing truer in all the world but that thoughts are things. What one lives in the Thought World, he will find sooner or later projected into his world. I daresay

there are those here to-night who have had the experience of having books in their shelves that they have not moved for seven days, that they have not been able to get rid of. It is no fault of yours, no fault of the publisher, no fault of the author, and certainly no fault of an honest, intelligent and discriminating public. It would certainly require two Edisons and five Marconis to devise something for convincing the public that it wanted a thing it did not want. So I say that this attitude of men looking for and expecting the best of all things in all people is the one to have. It will enable us to get the best and greatest satisfaction out of life, and will enable us to carry that buoyancy and vitality in later years, when we have attained those of threescore and ten, or more. All the problems which we meet on the Road of Life will become easier, and the following story may be exemplified and become true: An American tourist was making a tramping trip through England, and one day was passing a rustic cottage with roses all over the front doorstep, honeysuckle and woodbine in front, when he saw an old gentleman chopping wood in the garden and making quite a woodpile. He seemed to be very old, had a white beard with a patriarchal look, and yet at the same time there was a certain color to his flesh and a certain erectness in his figure that aroused the American's curiosity, and he accosted the old gentleman: "Can you tell me how old you are," he asked. "Seventy-six," replied the old gentleman. "Pardon me again, if I ask you another question," said the American tourist. "May I ask when your father died?" The old gentleman looked at him: "Father died? No sir, father is upstairs putting grandfather to bed."

#### THE WOODCUTS OF THE EIGHTEEN-SIXTIES.

ANDREW LANG has been looking at a bookseller's catalogue and it has waked old and precious memories. The catalogue draws attention to what he calls "a new, cheap, and good thing for young collectors—the woodcut illustrations of the sixties." Those were surely golden days. The editor asked to-day to reprint some of the blocks of *Once a Week*, save for purposes of historical illustration, would probably be scandalized. He would find them hopelessly unfashionable and not to be associated on any grounds with the pretty girl of one of our popular draftsmen. But connoisseurs of the quality of charm in black and white will always go back with a kindling sentiment to those drawings which Rossetti, Fred Walker, Whistler, Sandys, Boyd Houghton, Holman Hunt and divers others put into the hands of the wood engravers half a century ago. It is for their purely artistic qualities that the collector should hunt them down in old bookshops. Those illustrations had originality and style. Moreover, they illustrated. The artist was faithful to the spirit if not to all the external details of his theme. Two or three years ago Holman Hunt was exhibiting in London his large painting of

"The Lady of Shalott." The excellence of the design was obscured by crudity of color, and by turgid brush work. But that same illustration, in the wood cut for which it was originally composed, is to this day one of the most Tennysonian of things and one of the most interesting performances in English art.

#### PRINTERS' FINES AFFIRMED.

THE New York Appellate Division affirmed on May 7 the order of the lower court imposing a fine of \$100 each on W. J. S. Anderson and Thomas Bennett, members of Typographical Union No. 6, for contempt of court in violating an injunction obtained by the New York Typothetae.

An order imposing a fine of \$250 and twenty days' imprisonment, inflicted by the lower court, on Patrick H. McCormick, former president of "Big Six," George W. Jackson, an organizer of the union, since dead, and Vincent J. Costello, also a former organizer, was likewise affirmed. The decisions give all five men a stay of proceedings, pending an appeal to the Court of Appeals.

The case arose out of the printers' strike of three years ago. It was alleged that the union picketed the shops against which the strike was ordered after the Typothetae had obtained an injunction from Justice Blanchard restraining its officers and members from using violence or intimidation, and unlawfully interfering with non-union printers.

#### BEST-SELLING BOOKS IN ENGLAND IN APRIL.

ACCORDING to the London *Book Monthly* the following books were most in demand during the month of April:

The Show Girl. Max Pemberton. Cassell.  
Mr. Opp of Kentucky. Alice Hegan Rice. Hodder & Stoughton.  
Priscilla and Charybidis. Frankfort Moore. Constable.  
Sixty Years in the Wilderness. H. W. Lucy. Smith, Elder.  
Sir Robert Hart, by his niece, Juliet Breton. Hutchinson.  
The Russian Army and the Japanese War. Kuropatkin. Murray.

#### LOOK OUT FOR THIS SWINDLER.

AN impostor has been carrying on swindling operations under the name of Mr. Greenslet, of Houghton Mifflin Co. and as a nephew of Bliss Perry, of the *Atlantic Monthly*. He has recently turned up in Philadelphia, where he has obtained small sums under various excuses chiefly from literary people. He is a young man between twenty-five and thirty years of age, of medium height, (about 5 feet 8 inches,) fair complexion with light hair, usually dressed in a light suit of clothes, wearing a black derby, and carrying a light bamboo cane with round natural handle. He has a pleasant but rather free manner, and professes to know your best friend. In short, he has all the earmarks of a successful "confidence man."



### COMPLIMENTARY DINNER TO MR. BLEECKER VAN WAGENEN.

ON May 1 Mr. Bleecker Van Wagenen retired from the firm of Dodd, Mead & Company. In compliment to Mr. Van Wagenen, the remaining partners of the firm gave him a farewell dinner at the Aldine Association, on Tuesday evening, May 11, inviting as guests their employees.



BLEECKER VAN WAGENEN.

It was learned during the course of the reminiscence speech of Mr. Frank H. Dodd, senior partner of the firm, that the dinner also occurred at a time to celebrate several anniversaries in connection with the firm's career. For example, the cards at each plate at the table gave a picture of the place of business of the founder of the house, Moses W. Dodd, having the date 1839 thereon, while on the reverse side was a picture of their new eleven-story building now in course of construction. Thus the dinner celebrated the seventieth anniversary of the business.

It was thirty-three years ago that Mr. Van Wagenen came into the firm, and just fifty years ago that Mr. Frank H. Dodd began his first day's work in the book business.

Mr. Van Wagenen was presented with a testimonial of esteem and appreciation in the

form of engrossed resolutions signed by practically every employee in the New York office of the firm. In response, Mr. Van Wagenen spoke of his early struggles in business, and how final success was attained, closing his address with wise words of advice and good wishes for his former employees.

One of the employees present had been with the firm for thirty-three years, another one twenty years, several over fifteen years, and more than half over ten years.

Mr. Bleecker Van Wagenen, the retiring partner of the firm of Dodd, Mead & Company, was born sixty-two years ago, and when he was fifteen years old began his business career in the wholesale drug firm of Schiefelin & Co., which was varied and full of vicissitudes up to 1876, when he became a partner of Frank H. Dodd and Edward S. Mead, who were then doing a publishing business under the firm name of Dodd & Mead. Mr. Van Wagenen brought into the firm qualities and experience of a character which were of great service to it, and they had much to do with its growth and stability.

In 1884 an important step was taken in the purchase from John B. Alden of the plates and copyright of an encyclopedia then entitled "Library of Universal Knowledge." Before publication this work went through a thorough revision and the name was changed to the "International Encyclopedia." From the first it was well received and recognized as a book of great usefulness and value. In 1896 another extensive revision of the encyclopedia was undertaken and the new work was soon brought out.

In 1889 Mr. Robert H. Dodd, who had previous to that time been in charge of the bookselling department, was admitted to the firm. In 1903 Edward H. Dodd, only son of Frank H. Dodd, was admitted to the firm. He came into the business in 1892, imme-



1839

DODD, MEAD & CO.'S ORIGINAL HOME.

(Park Row and Spruce Street.)

diately after graduating from Yale, and has served an apprenticeship in almost every department of the business. In the same year Frederick W. Tufts, who came into the house as an assistant in the bookkeeping department in 1887, and who, as manager of the sales department had earned his promotion, was also admitted to the firm.

In 1894 Mr. Mead died at his home in Southampton, L. I., and arrangements were made with his widow to continue the use of his name in the firm.

Mr. Van Wagenen's interests in life outside of his book business have been extensive, and he has been especially interested, in late years, in all works of social progress and certain institutions created for amelioration of the poor and unfortunate. His retirement from active connection with the firm of Dodd, Mead & Company does not mean a complete severance of all relationships with the old firm, as he will ever hold himself ready to guard its interests and furnish his sound advice when needed.

The remaining partners—Messrs. Frank H. Dodd, Robert H. Dodd, Edward H. Dodd and Frederick W. Tufts—will continue the business under the same firm name.



1909.

DODD, MEAD & CO.'S NEW HOME.

(Fourth Ave. and 30th St., in the course of erection.)

## ASSAIL AMERICAN COPYRIGHT ACT.

ACCORDING to an Associated Press despatch, the Berne Copyright Convention, as revised by the Berlin Conference last November, on May 13 passed its first and second readings in the Reichstag. The discussion called forth a sharp attack upon the copyright legislation of the United States.

Dr. Heinrich Müller, Radical member from Meiningen, expressed the conviction that the new American copyright law was the "craziest hodge-podge of modern ideas and petty peanut protectionism that can be imagined. It is a regular caricature of complexities and obscurities," he said, "and a contradiction of the words Mr. Roosevelt uttered when proposing it."

## LONGFELLOW MEMORIAL AT WASHINGTON.

THE nations of the world, through their diplomatic representatives, on May 7, at Washington, D. C., joined with America in paying tribute to the memory of Henry Wadsworth Longfellow, when a statue of the poet was unveiled in the centre of the national capital. Among those present, in addition to the members of the diplomatic corps, were Attorney General Wickersham, the personal representative of President Taft, men known in letters and many descendants of Longfellow.

The exercises were the culmination of years of arduous labor, and represented the contributions of thousands from all parts of the land. The first step toward erecting the statue was taken about twelve years ago by the formation of the Longfellow National Memorial Association.

The bronze statue stands in a park at the intersection of Connecticut Avenue and M Street, Northwest. It represents the poet seated, with book in hand, and is placed on a block of Bonacord granite, brought from Sweden and carved in Scotland.

The youngest grandchild of the poet, Miss Erica Thorpe, of Cambridge, Mass., pulled the cord which unveiled the statue.

Chief Justice Fuller, president of the Longfellow Memorial Association, presided, and music was furnished by the Marine Band. Following an invocation by the Rev. Charles Wood, of the Church of the Covenant, addresses were made by Dr. Alexander Mackay-Smith, Bishop Coadjutor of Pennsylvania, on "The History of the Statue;" Major General A. W. Greely, on "Longfellow the Man;" Professor Bliss Perry, of Harvard University, on "Longfellow the Citizen," and Hamilton W. Mabie, of New York City, on "Longfellow the Poet."



## ENGRAVING WITH NO TEXT BUT INDEX SUBJECT TO DUTY.

LEOPOLD DION, of New York, contended that engravings with an index were free of duty under paragraph 502, tariff act of 1897, relating to books printed exclusively in languages other than English. In overruling the protest General Appraiser Fischer said: "The merchandise consists of portfolios containing loose sheets of hand-colored engravings, without text, some of which are accompanied by a table of contents giving the title of each picture in the French language. . . . In these cases a sample of the merchandise was exhibited and withdrawn after being examined and its description taken. We find in the case of protest 331522 that the portfolios, as imported, contained merely a number of colored engravings. No text whatever accompanied the said books. We find in the case of protests 337458-9 that, in addition to the engravings placed loosely in the portfolios, each of said portfolios contained an index. This index merely gives the title to each picture. Even though a collection of engravings contained in a portfolio may be regarded as a book as that term is used in the tariff, it is not a book printed in a foreign language unless, in addition to the collection of pictures, the portfolio contains some printed text in a foreign language. The Board ruled in G. A. 5725 (T. D. 25428) that to be entitled to the benefits of paragraph 502 the books must have printed text other than and in addition to the ordinary index. Governed by that rule, the contention of the importers in these cases cannot be supported. Art pictures of the kind here in question, placed loosely in a portfolio and unaccompanied by text other than an index, we hold are subject to duty under paragraph 403.

## EARLY ADVERTISEMENTS.

ONE of the first English printed advertisements was a handbill or poster got out by Caxton in 1480 and reading: "Pyes . . . of Salisbury . . . good and chepe . . . if it please any man spirituel or temporel to bye."

This was not a baker's advertisement. Caxton had printed "Pyes" or clerical rules telling how the clergy at Salisbury dealt with the changing date of Easter; and as the clergy could read he was bold enough to print advertisements of his "Pyes."

For two centuries after it was introduced printing which should have boomed advertising—if advertising depended primarily upon printing—had little or no effect upon it. The public had to be reached by the rebus over the shop, the public criers in towns and by boys in front of stalls calling, "What d'ye lack, master? What d'ye lack?"

Even public notices posted in cathedrals and other frequented places were seldom printed, says a writer in *System*. So few copies were required for the few readers that they were cheaper hand-written.

And even the newspapers, when the civil wars in England in the seventeenth century brought them forth and they began to de-

velop readers, had an extraordinarily small effect in developing advertising.

Book notices, rewards for the arrest of runaway servants and thieves and the announcements of quacks began to appear about 1652. And a little later the germ of modern advertising began to develop in the *Mercurius Politicus*, the *Kingdom's Intelligencer*, the *Publick Advertiser* and others in an effort to introduce tea, coffee and chocolate into England.

The contrast between popular dependence upon advertising then and now cannot be better shown than by the experience after the great London fire.

In 1666 London was practically wiped out by fire. The printer of the *London Gazette*, with almost prophetic acumen, offered his columns for notices of new locations of shops. But though practically every important shop in the city was moved there was absolutely no response to this offer. The old locations had never been known through the newspapers, so why should any one look there for the new?

At the present time after a large fire in an American city the newspapers are filled with notices of the new locations and restorations of business.

## OBITUARY NOTES.

HAMMOND LAMONT, editor of *The Nation* and one of the editorial writers of the *New York Evening Post*, died on May 6. Mr. Lamont was the son of the Rev. Thomas and Caroline D. Lamont, and was born at Monticello, N. Y., in 1864. After several years spent in journalism in Albany and Seattle, he was appointed instructor in English in Harvard University in 1892, a few years later becoming head of the department of English composition in Brown University. In 1901 he became managing editor of the *New York Evening Post* and, upon the retirement of Wendell Phillips Garrison in 1906, succeeded him as editor of *The Nation*, and became one of the leading editorial writers of the *Evening Post*.

MRS. AUGUSTA EVANS WILSON, who under her maiden name wrote "St. Elmo" and several other novels that had an extensive vogue forty or fifty years ago, died at her home in Mobile, Ala., on May 9. Mrs. Wilson was born at Columbus, Ga., May 8, 1835. Her parents were M. R. and S. L. Evans, of that city, and at the age of eleven years she accompanied them to San Antonio, Texas, remaining there for three years. She went to Mobile more than sixty years ago, and resided there ever since. She was married in 1868 to Colonel L. M. Wilson, a well-known banker. He died in 1891. Mrs. Wilson, as far as selling powers go, was one of the most successful novelists in America. Her most famous books are probably "St. Elmo," which was published in 1866, and "Vashti," published in 1869. She was not a prolific writer, like other novelists of her school, and her books, commencing with "Inez," in 1856, number only nine. Her other works are "Beulah," "Macaria," "Infelice," "At the Mercy

of Tiberius," "A Speckled Bird," and "Devota," the last work from her pen, which appeared in 1907. When she was eleven years old her family moved to San Antonio, Texas, which soon afterward became the headquarters of the troops sent to assist General Taylor. Their glittering uniforms, the stirring martial music, and exciting events incident to war, combined with the exquisite scenery about the place, strongly impressed her, and furnished the theme for "Inez, a Tale of the Alamo." The story, written when she was fifteen and presented to her father as a Christmas gift, was brought out by the Harpers in 1855. It was not until she published "Beulah," however, that she tasted the fruits of substantial success. That work ran through edition after edition. "St. Elmo" was Miss Evans's great success. Its sale was tremendous, and hamlets, hotels, steamboats and country seats were named in its honor. It contains a description of the Taj Mahal. For "Vashti," which followed, the author received in a single check, while it was still in manuscript, \$15,000. Mrs. Wilson never wrote a magazine or a newspaper article, although she had frequently been importuned for both. One editor offered to allow her to fix her own price on a serial story, and a publisher agreed to pay her \$25,000 if she would permit him to bring her novels out in a cheap paper bound form so as not to interfere with the library edition, but both propositions were rejected.

#### PERSONAL NOTES.

ED. J. GOLDBERY, for years representing Rand, McNally & Co. and Laird & Lee, is now at liberty to make new arrangements.

CHARLES L. BOWMAN, of Charles L. Bowman & Co., sails for London to-day on the *Minnewaska* of the Atlantic Transport line. Mr. Bowman expects to purchase old and rare books and English remainders more largely than ever before, and also expects to secure the American market for a number of English publications. Mr. Bowman expects from now on to develop the publishing end of his business. His roommate on this trip will be Fred. D. Lacy, of the rare book department of G. P. Putnam's Sons.

#### NOTES ON AUTHORS.

FERRIS GREENSLET, author of the "Life of Thomas Bailey Aldrich," has just returned to Boston from a brief trip to Rome and London.

MRS. CARTER HARRISON, wife of the ex-mayor of Chicago, has almost finished a novel on the days of King Solomon, entitled "Sayrene," while spending the winter in Pasadena, Cal. Sayrene was the daughter of an African king who was confined in a palace of her father because she was demanded as a ransom by an emperor who had defeated her father's hosts in battle. Mrs. Harrison has given much study to the accuracy of her local color and history.

MRS. KATE DOUGLAS WIGGIN, the popular author of the "Rebecca" and "Penelope"

books, was recently present at the 25th anniversary banquet of the Society of Authors at London. In the absence of George Meredith, the president, Edmund Gosse presided. The toast "The Guests," proposed by Anthony Hope Hawkins, was responded to by Mrs. Wiggin in a delightfully witty poem, which was received with much enthusiasm. Many of the leading British literary men and women were present.

#### JOURNALISTIC NOTES.

*Short Stories* is shortly to begin some new features. One of these will be a serial supplement. Sixteen pages are to be added permanently to the magazine to make room for this. Monthly prizes in cash will be awarded for the cleverest, most original description of analysis of the next instalment of the serial. A few months ago this magazine began the use of big, clear type. The magazine will hereafter be published from the Doubleday, Page & Company building, at 133 East Sixteenth Street. Peyton Steger, in charge of the publicity department of Doubleday, Page & Co., will be the editor and general manager of *Short Stories*.

CHAIRMAN NORMAN E. MACK, of the Democratic National Committee, at Buffalo, N. Y., on May 6 issued the first number of his new magazine, the *National Monthly*. Among the notable Democrats contributing to this number are Champ Clark, minority leader in the House of Representatives; Governor Thomas R. Marshall, of Indiana; ex-Senator T. M. Patterson, of Colorado; Alton B. Parker, of New York; Representative James T. Lloyd, chairman of the Democratic Congressional Campaign Committee; Governor Judson Harmon, of Ohio; Senator John Sharp Williams, of Mississippi; Senator George E. Chamberlain, of Oregon, and Governor Hoke Smith, of Georgia.

#### BUSINESS NOTES.

BUFFALO, N. Y.—The Berger Publishing Company has removed to 265 Norwood Avenue.

CHICAGO, ILL.—The Chicago Medical Book Company have purchased the entire business of W. T. Keener & Co. and will continue it in combination with their own at 67 Wabash Avenue and at Congress and Honore Streets.

CHICAGO, ILL.—The Morris Book Shop, (Frank M. Morris Co.,) has removed to 165 Wabash Avenue.

HONOLULU, HAWAII.—In view of the demands of the growing reading public of the Islands, the Brown & Lyon Co. has incorporated for \$25,000, has purchased the Book Department of the Hawaiian News Co., Ltd., whose stockholders take a half interest in the new corporation, and has moved into the store in the Young Building with the Hawaiian News Co., Ltd.

NASHVILLE, TENN.—Hunter & Co., booksellers, have gone into voluntary bankruptcy.



## LITERARY AND TRADE NOTES.

THE AMERICAN BAPTIST PUBLICATION SOCIETY will publish within a week or two a volume entitled "The Plain Man and His Bible," by the Rev. Dr. L. D. Drouton, a well-known Baptist pastor of Atlanta, Ga.

THE volume of dramatic verse by William Dean Howells, which is to take the place of the novel by him previously announced for publication this spring, is entitled "The Mother and the Father." The Harpers will issue the book at once.

THE 195,250 francs paid on April 24 at the Hôtel Drouot for the Vicomte de Janzé's set of Molière's works, 1773, according to the London *Athenæum*, "seems to be the highest price ever paid at auction for a printed book. This edition is undoubtedly the most beautiful of all the many issues of Molière, and contains thirty-three original drawings in sepia for the illustrations.

Two years ago the world of science celebrated Lord Lister's eightieth birthday with much heartiness. It was decided, in permanent token of the event, that there should be an edition of His Lordship's collected papers. A committee has been preparing the papers for publication under his guidance and advice. Now the first volume is so well forward that it will be published within the next few weeks by the Oxford University Press.

TANDY-THOMAS COMPANY have just ready "The Statesmanship of Andrew Jackson as Told in His Writings and Speeches," the first collection of Jackson's own words that has been published in separate form. The book is edited by Frances Newton Thorpe. The publishers expect later to issue other volumes covering the writings of various different American statesmen, so that the combined volumes may furnish a consecutive, documentary history of the country.

A VERY important work on Madagascar is in process of publication, entitled "Histoire Physique, Naturelle et Politique de Madagascar," written by Alfred Grandidier, Member of the Institute and Guillaume Grandidier. The first author made great researches during the years from 1865 to 1870 and has since studied the thousands of publications on Madagascar, and now proposes to cover all existing information in a work that will probably run into 54 volumes, of which 19 are now ready. Only 150 copies of the work are being printed.

THE CHILTON PRINTING Co., Philadelphia, are sending out a sample Christmas book jacket, with holly decorations, printed on thick paper and a panel in which appears the inscription in gilt letters: "To — from —, with best wishes for a Merry Christmas and happy New Year." These wrappers are sold in lots of 1000. They are all of one size and can be specially imprinted with title of book at slight additional charge. Nothing of the kind has been on the market before, although there has often been demand for just such a wrapper.

GEORGE W. JACOBS & Co. will publish shortly a book entitled "With Gun and Guide," by Thomas Martindale, who gives an account of his moose hunting expedition in the woods of Maine and New Brunswick, illustrated by photographs. Later in the season they will bring out a book entitled "That Rock Garden of Ours," by Professor F. E. Hulme, author of a well-known handbook of the "Familiar Wild Flowers," who deals with the subject of his own garden in an entertaining and instructive way, without the complications of too much technical detail.

A. C. McCLURG & Co. will publish at once "Jane Hamilton's Recipes." Handed down through four generations of the Mason family of Fredericksburg, Va., and collected by Jane Poindexter, a grand-niece of the Jane Hamilton who originated the collection, and wife of Lieutenant F. L. Poindexter, U. S. A., these recipes have stood the test of time and received the approval of other days and of the army circles where Mrs. Poindexter has shared them with her friends. They include standard recipes as well as many culinary novelties, and will be a welcome addition to the repertoire of the most accomplished housewife.

A. WESSELS Co. has the American agency for "Washed by Four Seas: an English Officer's Travels in the Near East," by H. C. Woods, ex-lieutenant of the Grenadier Guards, with an introduction by Sir Martin Conway, illustrated by 62 photographs taken by the author. Of this work Sir Martin Conway says: "It claims merely to be the honest record of what fell under the eyes of an industrious and careful young traveller who had a purpose in view in his wanderings. Sir Martin Conway calls special attention to the chapters on the Bulgarian Army, the defences of Constantinople, and the railways of the Near East.

LADY DORCHESTER has at last consented to the publication, in a severely abridged form, of her father, Lord Broughton's, "Recollections of a Long Life." The original book, (it was privately printed so far back as 1865,) extended to five volumes. Lord Broughton was born in 1786 and died in 1869. He is best remembered as Sir John Cam Hobhouse, the intimate friend of Lord Byron, and the only man, it used to be said, with whom that extremely thin skinned poet never quarrelled. Their relations were so intimate, both at home and abroad, that it will be a disappointment if the approaching volume does not contain much new light on the troubled, meteoric career of the poet. Mr. Murray is to publish the book.

THE JOHN C. WINSTON COMPANY have in preparation a work entitled "Great Pictures as Moral Teachers," by the Rev. Henry E. Jackson, of Upper Montclair, N. J. Mr. Jackson, who is now a Congregational minister, was formerly connected with Swarthmore College, and while there wrote for the Winston Company a memorial life of Benjamin West, the painter. In his new book he has taken twenty of the great works of art of

the world—eighteen paintings and two pieces of sculpture—and interprets their meaning for the benefit of the layman. He has sought to extract from the picture the moral teaching the artist meant to put in it, showing how the study of art can be brought to bear upon the spiritual life and daily conduct of the individual. The volume will be fully illustrated and will make an attractive holiday book.

THE FLEMING H. REVELL COMPANY publish this week "For the Life That Now Is," by Milford Hall Lyon, a little book by the author of "The Lordship of Jesus," etc., that takes the ever fresh truths of religion and fits them into the every-day living of us all; "Peace, Perfect Peace," by F. B. Meyer, a book for the sorrowing; "The Apostle of Alaska," the story of William Duncan, of Metlakatla, by John W. Arctander, a record of the phenomenal life-work and thrilling experiences of William Duncan during fifty years among the Indians in British Columbia and Alaska, which reads like a romance as it narrates the wonderful story of his missionary work and industrial labors among his loved chosen people; also, "The Starry Universe, the Christian's Future Empire," by Horace C. Stanton, a study of what inspiration reveals about the transcendent physical powers, privileges and possibilities of the coming life.

GEORGE G. GREENWOOD's "Shakespeare Problem Restated," published lately by John Lane Company, sets forth evidence for the agnostic view in regard to the authorship of the plays so long attributed to the player Shakspeare. Shakespeare, Mr. Greenwood thinks, was but a pseudonym for a gentleman of high position, one of the representatives of the highest culture of the England of his day. That this gentleman was Bacon, we have not sufficient evidence to believe. That he was not the Stratford player is supported by striking evidence. Canon Beeching takes up arms for the conservatives. The title of his book, "William Shakespeare, Player, Playmaker, and Poet," also brought out by the John Lane Company, suffices to show that he takes issue with Mr. Greenwood in regard to the fact that the player Shakespeare could not have written the plays. He examines and refutes several of Mr. Greenwood's statements, and endeavors to show the "genius" of the Stratford Shakespeare. He aims, in a compact volume, to present the old Shakespeare under the light of modern research. "In Re Shakespeare," Mr. Greenwood's second book, just brought out by the same firm, is Mr. Greenwood's defence against Canon Beeching's attack. He stoutly sustains his position of agnosticism, and tries to explain more clearly than ever his reasons therefor. He definitely discards the Baconian theory and, moreover, sets forth his facts in a volume no larger than Canon Beeching's.

HOUGHTON MIFFLIN COMPANY have brought out this week William Stone Booth's book, "Some Acrostic Signatures of Francis Bacon," already described in full, which discloses some facts as to the authorship of Shakespeare's works which are likely to cause

a stir in the world of letters; "Haremlik—Some Pages from the Life of Turkish Women," by Demetra Vaka, (Mrs. Kenneth Brown,) which does for Turkish life, and particularly for the life of Turkish women, what some of Lafcadio Hearn's books have done for Japan, written by a Greek who as a girl ran away to America, where she was successful in making her way, and after six years returned to Constantinople, where she found most of her girlhood friends in harems, from whom she gained the intimate knowledge she gives in her book; "Remaking the Mississippi," by John L. Mathews, who has been identified with this movement from its inception; "Our Naval War with France," by Gardner W. Allen, author of "Our Navy and the Barbary Corsairs," who follows that admirable book with a no less admirable account of another little-known episode in our history; "Economic Heresies," by Sir Nathaniel Nathan, which is described in its subtitle as "an unorthodox attempt to appreciate the economic problems presented by 'things as they are';" "Is Immortality Desirable?" by G. Lowndes Dickinson, author of "Letters of a Chinese Official," etc., which is the Harvard Ingersoll Lecture for 1909, by one whose ripe and wise conclusions, expressed in rich English prose, make a brilliant addition to the literature of one of the most important subjects in the world; "Birds of the Boston Public Garden, a Study in Migration," by Horace Winslow Wright, with an introduction by Bradford Torrey, an interesting account of the birds observed by the author on the Boston Public Garden and Common during 1900-1908, with special reference to the migrations; also, "The Essentials of Grammar and Composition," by William Frank Webster, assisted by Alice Woodworthy Cooley, especially planned for use in those systems of schools where it is desired to reduce the instruction in grammar in the higher grammar grades to its simplest form, and yet provide a good foundation for the pupil's understanding of the law of composition and for his appreciation of literature.

#### AUCTION SALES.

MAY 20, 21, 2:30 and 8 P.M.—Selections from the library of Edward S. Marsh, of Brandon, Vt., publications of famous presses, series of Bibliophile Society publications, books illustrated by the Cruikshanks, Kate Greenaway, Leech, first editions of Bret Harte, Longfellow, Poe, Washington Irving, etc. (1165 lots.)—Anderson.

MAY 24, 25, 2:30 P.M.—Rare Americana, first editions, private library from Oregon, sporting books, etc. (597 lots.)—Anderson.

MAY 25, 26, 27, 3 P.M.—Library of the late Andrew Merwin, unusual collection of Dante, first editions, (Thoreau's "Week on Concord and Merrimac,") exceptional collection of Homer, Roycroft Press publications, Variorum Shakespeare. (1471 lots.)—Merwin-Clayton.

MAY 27, 8 P.M.—Etchings and Engravings, including portraits of famous authors. (266 lots.)—Anderson.



**TERMS OF ADVERTISING.**

Under the heading "Books Wanted" book-trade subscribers, under their own names, are given the privilege of a free advertisement for books out of print of five nonpareil lines, exclusive of address, in any issue except special numbers to an extent not exceeding 100 lines a year. If more than five lines are sent the excess is at 10 cents a line, and amount should be inclosed. Bids for current books and such as may be easily had from the publishers, and repeated matter, as well as all advertisements from non-subscribers, or those advertising anonymously, must be paid for at the rate of 10 cents a line. All objectionable books will be excluded so far as they come under our notice.

Under the heading "Books for Sale," the charge to subscribers and non-subscribers is 10 cents a nonpareil line for each insertion. No reduction for repeated matter.

All other small undisplaced advertisements will be charged at the uniform rate of 10 cents a nonpareil line. Eight words may be reckoned to the line.

Parties with whom we have no account must pay in advance, otherwise no notice will be taken of their Communications.

**BOOKS WANTED.**

**18** In answering, please state edition, condition, and price, including postage or express charges.

Houses that are willing to deal exclusively on a cash-on-delivery basis will find it to their advantage to put after their firm-name the word [Cash.]

**25** Write your wants plainly, and on one side of the sheet only. Illegibly-written "wants" will be considered as not having been received. The "Publishers' Weekly" does not hold itself responsible for errors.

It should be understood that the appearance of advertisements in this column, or elsewhere in the "Publishers' Weekly," does not furnish a guarantee of credit. While it is endeavored to safeguard these columns by withdrawing the privilege of their use from advertisers who are not "good pay" book-sellers should take the usual precautions, as to advertisers not known to them, that they would take in making sales to any unknown parties.

**Am. Bapt. Pub. Soc., 177 Wabash Ave., Chicago, Ill.**  
Jones' History of the Baptists.

**Amer. Code Co., 63 Nassau St., N. Y.**  
Wetmore's Code.  
Lieber Code, 1896.  
Western Union Code, Universal ed.

**American News Co., 39 Chambers St., N. Y.**  
Story of My Life, J. Marion Sims. Appleton.

**American Society of Mechanical Engineers,**  
29 W. 39th St., N. Y. [Cash.]  
Transactions of the American Society of Mechanical Engineers, vol. 9.

**Ammon & Mackel, Successors to Leggat Bros.,**  
81 Chambers St., N. Y.

Century Dictionary.  
New Supplementary vol. of Encyclopædia Britannica.  
Todhunter' Researches in the Calculus of Variations.

**Anglo-American Authors' Assoc., 225 5th Ave.,**  
N. Y. [Cash.]

Wanted to purchase, for spot cash, De luxe sets of extra illustrated and bound books; anything de luxe. State particulars and price.

**The Antlers Book Shop, 322 Royal St., New Orleans, La.**  
Davis, Nature's Divine Revelation.  
A String of Diamonds. 1857.

**Wm M. Bains, 1213 Market St., Phila., Pa.**  
Speer, Memoirs of a Great Detective.  
Old-fashioned children's books.  
Sir Richard Saltonstall of New England, Ancestry and Descendants, by Leverett Saltonstall. Boston, 1897.

**Baker & Taylor Co., 33 E. 17th St., N. Y.**  
Jesus of Nazareth, Broadus.

**Wm. Ballantyne & Sons, 428 7th St., Washington, D. C.**  
Goss, History of Tariff Administration.

**Wm. Ballantyne & Sons.—Continued.**

Shaw, The National Revenues.  
Peniston, Both Sides of the Tariff Question.  
Young, Protection and Progress.

**H. E. Barker, 419 Adams St., Springfield, Ill.**  
Autobiog. of Peter Cartwright.  
Wakefield's Black Hawk War.  
Books on Illinois.

**N. J. Bartlett & Co., 23 Cornhill, Boston.**  
Grinnell's Men and Events of Forty Years.  
Scott's Quentin Durward, 2 vols. B., 1859.  
Morse's Hist. Holliston and Sherborn.  
Caithness, Mystery of Ages; or, Secret Doctrine of All Religions.  
Four Years With General Lee.  
Poe's Works, 10 vols. Stone & Kimball.  
Nature Series, complete. Doubleday.

**C. H. Barr, Lancaster, Pa.**  
Danger in the Dark, Kelson.

**A. A. Beauchamp, 6 W. 98th St., N. Y. [Cash.]**  
Gipsies of Spain, Geo. Borrow.  
Bible of Spain, Geo. Borrow.  
Christian Science Series, parts or complete.  
Science and Health, vol. 2. 1878.

**Bobbs-Merrill Bookstore, W. K. Stewart Co., Indianapolis, Ind.**  
Herschel, Memoir and Correspondence of C. Herschel.  
Three Hours of School a Day.  
Battles and Leaders of the Civil War, vol. 4, sheep binding.  
Robert Morris, Free Masonry in the Holy Land.  
Stoddard's Lectures, vols. 8 and 14, cl.  
Harper's Pictorial Atlas of the Civil War (Chicago reprint).  
Beechwood, by Rebecca Ruter Springer.

**Book Exchange, Toledo, O.**  
The Pageant. London, any year.  
Don John, or Don Juan Unmasked. London, 1819.  
Mort D'Arthur, 3 vols., London, David Nutt, 1889-'91.  
Zola, 12 vols., limited ed. London.  
Christine Rossetti, Poems, ed. by Arthur Symons.

**The Boston Book Co., 83 Francis St., Back Bay, Boston.**

*Am. Hist. Rev.*, vols. 1-3.  
*Am. Jour. Psychology*, vol. 1, no. 4; vol. 2, no. 4; vol. 3, nos. 1, 2; vol. 4, nos. 1, 3, or any.  
*Course of Study*, vol. 1.  
*Elementary School Teacher*, vol. 2-date.  
*Kindergarten*, vol. 1; vol. 2, no. 1.  
*Kindergarten Mag.*, vol. 6, no. 5; vol. 13, nos. 2-4, 8, 11, 12.  
*Sunset*, vol. 1, nos. 1-5.  
*Am. J. Int. Law, Am. Pol. Sci. Rev., Manual Training Mag.*, any.  
Historical quarterlies of Fla., Ind., Iowa, Md., Oreg., S. C., Tex., Wash., vols. or nos.

**J. W. Bouton, 10 W. 28th St., N. Y.**  
Lady Willoughby's Diary.  
George Herbert's Poetical Works, Grosart, 1892.  
Rawson's Key to Barometer Reading.  
Hazlitt's Works, 12 vols. 1902.

**C. L. Bowman & Co., 225 5th Ave., N. Y.**  
*Review of Reviews*, American ed., vols. 1, 2, 3.  
Nicholas Perrot, Mœurs des Sauvages, either 4 or 5 vols.

**Brentano's, 5th Ave and 27th St., N. Y.**  
Crane's Open Boat.  
Crane's Black Riders.  
Crane's Little Regiment.  
Crane's Maggie.  
Crane's Third Violet.

**Brentano's, 1223 F St., N. W., Washington, D. C.**  
Litchfield's Little Venice. Putnam.  
Democratic Handbook, 1908.  
Republican Handbook, 1908.  
National Platform, 1908.

**Bridgman & Lyman, 108 Main St., Northampton, Mass.**  
Boyesen's Essays on German Literature. Scribner.

## BOOKS WANTED.—Continued.

- Brooklyn Institute Museum Library, Eastern Parkway, Brooklyn, N. Y.**  
*Atlantic Monthly*, June, 1892.  
 California Acad. of Sciences' Proceedings, 2d Ser., vol. 5, no. 1.
- Foster Brown Co., 432 W. St. Catherine St., Montreal.**  
 Smart's Theory of Value, new or second-hand. Macmillan.
- The Brown, Eager & Hull Co., 411 Summit St., Toledo, O.**  
 Jno. Boyle O'Reilly's Poems.
- Browne's Book Store, Fine Arts Building, Chicago.**  
 Fuller, Chatelaine of La Trinity.  
 Browning, Arno ed., vol. 1, red cl.  
 Anything on the custom of bundling.  
 Gielow, Mammy's Reminiscences.  
 Donne's Poems, original Muses Lib'y ed.
- Bryant & Douglas Book and Stationery Co., 922 Grand Ave., Kansas City, Mo.**  
 Tuke, Influence of Mind on Body.
- Walter S. Butler, 1010 Broad St., Selma, Ala.**  
 Stoddard's Lectures, complete ed.
- J. W. Cadby, 50 Grand St., Albany, N. Y.**  
*Chautauquan*, vol. 1.  
*Educational Review*, May, Sept., 1892; May, June, Oct., '93; Jan., Feb., March, April, May, '94; June, '95.  
*Journal of American Folk-Lore*, nos. 3, 22, 26, 28, 30, 32.  
*McClure's Magazine*, June, July, Sept., 1894.  
*North American Review*, April, Oct., 1875; April, '76; Jan.-June, '77.  
*Book-Buyer*, vol. 1, New Series; March, 1888; March, '92; April, '94.  
*Atlantic Monthly*, March, May, 1886; July, '89.
- Callaghan & Co., 114 Monroe St., Chicago, Ill.**  
 Official Patent Gazette.  
 Stickney's Lawyer and Client.  
 Henings' Statutes at Large, 6.  
 Public Land Decisions Digest, 1-30, vol. 1.
- Campion & Co., 1305 Walnut St., Phila., Pa.**  
 Any vols. of Zola's Works, Vizetelly's ed., cl.  
 Sponge's Sporting Tour, Jarrocks ed., blue cl., colored plates, elaborate stamp on side. Pub. by Bradbury Agnew, London.  
 Darby O'Gill. McClure, Phillips Co.  
 Trollope, odd vols., Gebbie ed.
- W. L. Chambers, Santa Monica, Cal.**  
 Batrachia of N. A., E. D. Cope.  
 U. S. Nat. Herbarium, vols. 6 and 11.  
 Nomenclature of Colors, Robt. Ridgway.  
*Bulletin of the Cooper Ornith. Club*, vol. 1, odd nos. or complete.
- A. H. Clapp, 32 Maiden Lane, Albany, N. Y.**  
 In Spite of All, pap. ed.
- The A. H. Clark Co, Caxton Bldg., Cleveland, O.**  
 Bingham, 21 Years in Sandwich Islands.  
 Munro-Fraser, History of Marion Co., Cal.  
 McElroy's Andersonville Diary.  
 Thornton, Oregon and Calif. in 1848.  
 Winthrop, Canoe and Saddle.  
 Colvin, Schopenhauer's Doctrine of the Thing in Itself.  
 Griffith, Universal Formulary, rev. by Maisch.  
 Paxton, The Marshall Family.
- A. S. Clark, 218 Washington St., Peekskill, N. Y.**  
*Edinburgh Review*, bound or unbound, English ed., vols. 40, 42, 43, 44, 45, 48, 49, 50, 51, 52, 53, 54, 56, or any part of them.
- Clarke & Co., Vicksburg, Miss.**  
 McGirr's Letters on Theology. Please state binding and list price.
- The Robert Clarke Co., Government Sq., Cincinnati, O.**  
 The Column, by Charles Marriott.  
 The Western Reader, old school book.
- W. B. Clarke Co., 26 Tremont St., Boston, Mass.**  
 Hist. of the 25th Missouri Infantry.  
 Michigan in the War.  
 A Captive of War, Hyde.  
 Hist. Co. I, N. Y. S. V. 1900.  
 Maryland Rolls, Wilson, S. A.  
 Sel. Plays of Calderon, ed., with introd. and notes, by Norman Maccoll, latest ed.  
 Fortunes of Christina McNab.  
 Summer Sermons From a Berkshire Pulpit, Newton.  
 Romance of the Commonplace, Newton.  
 W. V., Her Book, Canton.
- Peter Cogan, Saratoga Springs, N. Y.**  
 Weems' Life of Washington, 1st ed.  
 Stone's Reminiscences of Saratoga.  
 Stephens' War Between States, vol. 1, sheep.
- Cole Book Co., 69 Whitehall St., Atlanta, Ga.**  
 Ribot's Psychology of the Emotions.
- Cole's Bookshop, 767 South C St., Tacoma, Wash.**  
 Practical Healing for Mind and Body, by Jane Yarnell, 2 copies.  
 Charles Butler's Reminiscences. London, 1827.
- Celesworthy's Book Store, 66 Cornhill, Boston, Mass.**  
 Life of Henry Hudson.  
 The Old Settler and Little Peleg, by Ed. Mott.  
 Lost and Saved, by Hon. Mrs. Norton.  
 Diary of an Old Soul, by McDonald.
- Columbia University Library, N. Y.**  
 Hobhouse, Morals in Evolution, pt. 1 only. Holt, 1906.  
*Classical Journal*, vol. 1, no. 1, Chicago, 1905.
- Irving S. Colwell, 97 Genesee St., Auburn, N. Y.**  
 Stoddard's Lectures.  
 Ridpath's Hist. of World, 9 vols.
- Cennor's Book Store, 232 Meridian St., E. Boston, Mass.**  
 Green's Leading Criminal Cases.  
 U. S. Dispensatory latest ed., cheap.  
 I. C. S. Navigation.  
 I. C. S. Chemistry.  
 R. J. Ingersoll's Poems.
- Co-operative Press, Charlotte, N. C. [Cash.]**  
 Shakespeare, Hudson, vol. 14, brown cl., Harvard ed. Ginn, 1883.  
*Southern Hist Association*, vol. 4, no. 3, May; vol. 1, nos. 2, 3, 4; vol. 3, nos. 1, 3; vol. 4, no. 14; vol. 6, nos. 4, 5, 6; vol. 9, nos. 3, 4, 5, 6.  
 Moulton's Lib. of Literary Criticism, as new. Must be cheap.
- The Corner Bookstores, Ithaca, N. Y.**  
 The Parish Handbook, by Richey. Pub. by Durand, 1866, New York.
- Cox Book Co., 257 W. 125th St., N. Y.**  
 Katy of Katocin, by Geo. Alfred Townsend. Appleton, pub.  
 Richelieu, pt. 1, Courtiers and Favorites of Royalty Series.
- R. W. Crothers, 246 4th Ave., N. Y. [Cash.]**  
 Howe, S. W., Oberammergau, in 1900.
- M. Curlander, Baltimore, Md.**  
 Stephens' Travel in Cent. Am., Chiapas and Yucatan, vol. 2, original cl. Harper, 1841.
- R. H. Dalzell, Cold Spring, N. Y.**  
 Manassas, by Upton Sinclair. Macmillan Company, 1904.
- W. B. Darrach, P. O. Box 196, Newburgh, N. Y.**  
 Bacon, On the Hudson River.
- John Davis, 13 Paternoster Row, London, Eng.**  
 Daudet, The Bread Winners. 1898.  
 The Immortal, trans. by Percival. Troy, New York, 1889.
- Dawson's Book Shop, 518 So. Hill St., Los Angeles, Cal.**  
 Georgii Washingtonii, by Francis Glass.  
 Remin. of W. S. Hancock, by his Wife.  
 Greeley, Horace, An Overland Journey.  
 Fabens, J. W., The Camel Hunt.



## BOOKS WANTED.—Continued.

- Charles T. Dearing, Louisville, Ky.**  
Smith's Elements of Law.
- DeWolfe & Fiske Co., 20 Franklin St., Boston, Mass.**  
Ragnarok, Donnelly.  
Daniel Adams, Geography. About 1814.  
Rawlinson's Herodotus, Eng. ed.  
Century Dict. of Names.  
Life of Lincoln, Nicolay and Hay, 10 vols.  
Hist. of Ottoman Turks, De Creassy.  
Hist. of Woman Suffrage, vol. 4, Brown.  
Haskell's Gettysburg.  
Ridpath's Hist. of the World 9 vols.
- Dives, Pomeroy & Stewart, Harrisburg, Pa.**  
Pan Pipes, by T. Marziels. Novello, pub.  
Red Cloud, an Indian Story.
- Dixie Book Shop, 41 Liberty St., N. Y.**  
[Cash.]  
R. R. Gazette, vols. 1 to 13, any.  
Commercial and Financial Chronicle, vols. 1 to 27, any.  
Hunt's Merchants' Magazine, any after vol. 41.
- Dodd, Mead & Co., 372 Fifth Ave., N. Y.**  
Flashlights in the Jungle by Schilling, Doubleday, Page & Co. ed.  
Three Months in the Southern States, by Fremantle.  
Seigniorial Tenure of Canada, Champlain Society, ed. by Munro.  
The Torch, by Hopkins.
- E. P. Dutton & Co., 31 W. 23d St., N. Y.**  
Wood, Symbolism. Ritchie.  
Lefevre, Wall Street Stories. McClure.  
Old Dame Trot and Her Little Toy Broom.  
Looking Glass for the Mind, vol. of Happy Child Library.  
Life of Demosthenes, 60 c. Appleton.
- Eau Claire Book and Stationery Co., Eau Claire, Wis.**  
Stoddard's Lectures.
- The Eichelberger Book Co., 308 N. Charles St. Baltimore, Md.**  
Trowbridge, Book of Gold.  
Reese, A Handful of Lavender.
- Paul Elder & Co., 239 Grant Ave., San Francisco, Cal.**  
Bourke, N. J., Easy Lessons in Irish. Kennedy.
- Geo. Engelke, 280 N. Clark St., Chicago, Ill.**  
[Cash.]  
H. Garland, Spirit of Sweetwater, 1st ed. 1898.  
Ben Hur, 1st ed., light blue flower pot on back of cover. 1880.  
Sacred Books of the East, vol. 13.  
History of Warfare of Science With Theology. White, vol. 1, hf. mor.  
Reynolds, History of Ill.  
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& Co., New York, 1894.  
Dublin Review, July, 1908.

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**Library of Congress, Washington, D. C.**

McKinley, William, The Tariff in the Days of  
Henry Clay and Since. Henry Clay Pub. Co.,  
N. Y., 1896.

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 Grove, Frosty Caucasus. Longmans, 1874.

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*American Journal of Sociology*, May, 1900.  
*Annals of Political and Social Science*, Supplement, Jan., 1896.  
*Science*, June 10, 1904.

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Nature, May 2, 16, 1907.  
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North American Review, Sept., 1908.  
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Franchere, Voyage au Nord-Ouest. Montreal, 1820.

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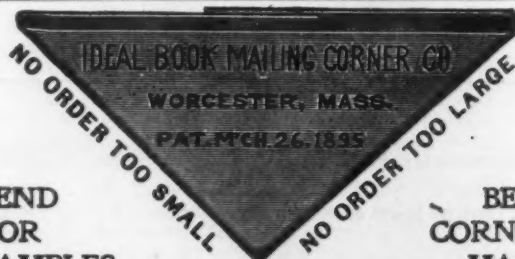
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